

Access DB# 59513

## SEARCH REQUEST FORM

(3)

Scientific and Technical Information Center

Requester's Full Name: KHANH H. LE Examiner #: Date: 2/4/02  
Art Unit: 2162 Phone Number 305-0971 Serial Number: 09/282,747  
Mail Box and Bldg/Room Location: CPK2-5X18 Results Format Preferred (circle): PAPER DISK E-MAIL

If more than one search is submitted, please prioritize searches in order of need.

\*\*\*\*\*  
Please provide a detailed statement of the search topic, and describe as specifically as possible the subject matter to be searched. Include the elected species or structures, keywords, synonyms, acronyms, and registry numbers, and combine with the concept or utility of the invention. Define any terms that may have a special meaning. Give examples or relevant citations, authors, etc, if known. Please attach a copy of the cover sheet, pertinent claims, and abstract.

Title of Invention: \_\_\_\_\_

Inventors (please provide full names): \_\_\_\_\_

Earliest Priority Filing Date: \_\_\_\_\_

\*For Sequence Searches Only\* Please include all pertinent information (parent, child, divisional, or issued patent numbers) along with the appropriate serial number.

SEE ATTACHED -

Class 705/14  
Template search

BEST AVAILABLE COPY

Switched with  
Search Received on  
2/1/02 1:41pm

## STAFF USE ONLY

	Type of Search	Vendors and cost where applicable
Searcher: <u>[Signature]</u>	NA Sequence (#) _____	STN _____
Searcher Phone #: <u>1703/200-2795</u>	AA Sequence (#) _____	Dialog <u>\$958.98</u>
Searcher Location: <u>4B30</u>	Structure (#) _____	Questel/Orbit _____
Date Searcher Picked Up: <u>2-7-02</u>	Bibliographic <input checked="" type="checkbox"/>	Dr.Link _____
Date Completed: <u>2-6-02</u>	Litigation <input checked="" type="checkbox"/>	Lexis/Nexis _____
Searcher Prep & Review Time: <u>1.5 hrs</u>	Fulltext <input checked="" type="checkbox"/>	Sequence Systems _____
Clerical Prep Time: _____	Patent Family _____	WWW/Internet _____
Online Time: <u>5 hrs</u>	Other _____	Other (specify) _____

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S00TENPO

Set	Items	Description
S1	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S-HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S-HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S7	13436	5 OR S6
S8	3759	S5 OR S6
S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	55	S10 (S) S8
S12	49	RD (unique items)
S13	1840	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S14	49	RD S12 (unique items)
S15	1567	RD S13 (unique items)
S16	1144	S15 NOT PY>1999
S17	1144	S15 NOT PY>1999
S18	948	S17 NOT PD=19990101:20010101
S19	948	S18 NOT PD=20000101:20020210
S20	36	S14 NOT PY>1999
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S22	29	S21 NOT PD=20010101:20020230
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S25	4673	S23 AND S24
S26	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
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S28	366	S26 AND S27
S29	0	S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? - OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S30	0	(S37 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S31	1868	SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?
S32	20248	DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?
S33	1539	S22 AND S24
S34	1516	S22 AND S24 (unique items)

\* ?s s31 and s28

1868 S31

366 S28

S35 6 S31 AND S28

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S28	366	S26 AND S27
S29	0	S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? - OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
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S31	1868	SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?

S32 20248 DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT?  
OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?  
S33 1539 S32 AND S24  
S34 1316 RD S33 (unique items)  
S35 6 S31 AND S28  
?rd s35  
>>>Duplicate detection is not supported for File 278.

>>>Records from unsupported files will be retained in the RD set.  
...completed examining records  
S36 6 RD S35 (unique items)  
?t s36/free,k/1-6  
>>>KWIC option is not available in file(s): 278

**36/K/1 (Item 1 from file: 256)**  
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00130890 DOCUMENT TYPE: Review

**PRODUCT NAMES: CRM (831204); Software Selection (839965)**

**TITLE: Selecting And Buying CRM Software**  
Mar 2001

DESCRIPTORS: Customer Relationship Management; Software Selection  
REVISION DATE: 20010730

...establishes a price for software and does not vary from that price. The other establishes an excessive list price for the software and then offers \*discounts\* 'up to 70 percent from the list price.' Different types of \*discount\* are available, including those for per-seat sales, purchases of server software, site license deals, delayed maintenance charges, free technical and end-user training, and so on. Other considerations described in some detail include use of \*third\*-party\* \*vendors\* to provide some components; the need for circumspection in evaluating vendors' claims; methodologies used to create a CRM vision, including availability of experts and consultants...

**36/K/2 (Item 2 from file: 256)**  
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00124226 DOCUMENT TYPE: Review

**PRODUCT NAMES: PeopleSoft ERP (739898); VistaCPG (005177)**

**TITLE: When promotions get messy**  
Jun 19, 2000

DESCRIPTORS: Enterprise Resource Planning; Internet Marketing; Portals;  
Manufacturing; Extranets  
REVISION DATE: 20010727

...to information about promotional agreements with retailers. Users can also link the information as required to other business functions hooked up to the ERP system. \*Retailers\* and other \*third\* \*parties\* linked to ERP via an extranet can also access the information. Because much promotional activity is tracked on paper and by phone, some information is...

...system is used. Unfortunately, too often an invoice generated by a manufacturer's shipping department and sent to a retailer may not include a promotional \*discount\* that the retailer should get. The huge number of brands, for instance, that must be supported by a supermarket, as well as the thousands of...

**36/K/3 (Item 3 from file: 256)**



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00100719 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - Apple Computer Inc (850241)

**TITLE:** Apple makes plans for its reorganization  
Feb 10, 1997

**DESCRIPTORS:** NextStep; Operating Systems; Program Development Aids;  
Software Marketing; Apple Macintosh; MacOS  
**REVISION DATE:** 20001130

...become profitable. Apple is also getting ready for significant lay-offs. Apple must deal with fast-slipping market share, lower margins, a shrinking group of \*third\* \*party\* software \*vendors\*, and losses reaching over a billion dollars in the last year. Problems like this are not easily solved, and one analyst describes Apple's approach...

...Apple's last quarter loss of \$120 million can be explained by competing hardware products from consumer providers Sony, NEC, and Samsung, which use deep \*discounts\* and intensive marketing, instead of inventive technology, to sell PCs as commodities. Such companies allow partners, including Microsoft and Intel, to perform research and development...

**36/K/4 (Item 4 from file: 256)**

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00093112 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - IBM Corp (850225); Company - Tivoli Systems Inc (854573)

**TITLE:** IBM-Tivoli Road Map Shows a Construction Casualty  
Apr 29, 1996

**DESCRIPTORS:** Software Marketing; Network Software; Network Management;  
Data Center Operations; System Monitoring; Network Administration Tools  
; MVS  
**REVISION DATE:** 20000228

IBM and its Tivoli Systems acquisition/\*subsidiary\* recently announced their team-based 'management road map for the future' at the NetWorld+Interop conference. Of particular interest is the fact that IBM's SystemView will suffer from the release of TME 10. SystemView was not successful because it used IBM products at its core and required \*third\*-  
\*party\* \*vendors\* to comply with IBM's architectures. SystemView's concept (to built an object-oriented architecture that allows applications to work together) was, however, on the...

**36/K/5 (Item 5 from file: 256)**

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00086600 DOCUMENT TYPE: Review

**PRODUCT NAMES:** NetWare 4.1 (699683); Microsoft Windows NT Server 3.51 (442674); VINES (695912); DEC Pathworks (291153); IBM OS/2 LAN Server (313556)

**TITLE:** IS managers find security in numbers  
Jan 29, 1996

**DESCRIPTORS:** NetWare; Network Software; Operating Systems; LANs; WANs;  
Windows NT/2000; LAN Server; Banyan; Network Servers  
**REVISION DATE:** 20000930

...about 10 years and remains satisfied with the system. However, the firm is concerned about Banyan Systems' future, particularly its ability to get support from \*third\*-party\* vendors\*. Other products used include Pathworks and IBM LAN Server. The conglomerate received volume \*discounts\* from both Novell and Microsoft.

**36/K/6 (Item 6 from file: 256)**

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00071710 DOCUMENT TYPE: Review

**PRODUCT NAMES: OS/2 Warp (526576)**

**TITLE: IBM \*subsidizing\* OS/2 ISVs**  
Oct 31, 1994

DESCRIPTORS: Operating Systems; OS/2; IBM PC & Compatibles; Software Marketing

REVISION DATE: 19950430

**TITLE: IBM \*subsidizing\* OS/2 ISVs**

...into OS/2, based on previous losses experienced in support of the IBM operating system. IBM's latest incentive programs are tugging even at major \*vendors\*. \*Third\* parties including Corel are reportedly expressing renewed interest in the lucrative support opportunities. IBM sources hurry to qualify this strategy by emphasizing that specific demands that...  
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S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
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S7	13436	5 OR S6
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S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	55	S10 (S) S8
S12	49	RD (unique items)
S13	1840	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
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S23 50557 INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-  
AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))  
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S25 4673 S23 AND S24  
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S31 1868 SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE?  
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S33 1539 S32 AND S24  
S34 1316 RD S33 (unique items)  
S35 6 S31 AND S28  
S36 6 RD S35 (unique items)

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File 256:SoftBase:Reviews,Companies&Prods. 85-2002/Dec

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File 278:Microcomputer Software Guide 2001/Dec

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 S34 1316 RD S33 (unique items)  
 S35 6 S31 AND S28  
 S36 6 RD S35 (unique items)

?show files

File 256:SoftBase:Reviews,Companies&Prods. 85-2002/Dec

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File 278:Microcomputer Software Guide 2001/Dec

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?s s36 and s34

6 S36  
 1316 S34  
 S37 0 S36 AND S34

?ds

Set	Items	Description
S1	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L- AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S- HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTI- ON? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S- HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU- TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU- TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S7	13436	5 OR S6
S8	3759	S5 OR S5

99 216 S4 (S) S8  
 S10 55 (S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? -  
 OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR B-  
 ONUS?))  
 S11 55 S10 (S) S8  
 S12 49 RD (unique items)  
 S13 1840 S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR  
 PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRE-  
 EN? OR SCRUTINIZ?)  
 S14 49 RD S12 (unique items)  
 S15 1567 RD S13 (unique items)  
 S16 1144 S15 NOT PY>1999  
 S17 1144 S15 NOT PY>1999  
 S18 948 S17 NOT PD=19990101:20010101  
 S19 948 S18 NOT PD=20000101:20020210  
 S20 36 S14 NOT PY>1999  
 S21 30 S20 NOT PD=19990101:20010101  
 S22 29 S21 NOT PD=20010101:20020230  
 S23 50557 INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-  
 AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))  
 S24 7323 (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S-  
 HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTI-  
 ON? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S-  
 HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)  
 S25 4673 S23 AND S24  
 S26 1114 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU-  
 TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED  
 OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR  
 SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)  
 S27 3011 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU-  
 TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED  
 OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? -  
 OR PARTIES OR PARTY)  
 S28 366 S26 AND S27  
 S29 0 S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? -  
 OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SC-  
 REEN? OR SCRUTINIZ?)  
 S30 0 (S37 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM?  
 OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR B-  
 ONUS?))  
 S31 1868 SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE?  
 OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?  
 S32 20248 DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT?  
 OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?  
 S33 1539 S32 AND S24  
 S34 1316 RD S33 (unique items)  
 S35 6 S31 AND S28  
 S36 6 RD S35 (unique items)  
 S37 0 S36 AND S34

*SOFTENFO*

?show files; ds

File 256:SoftBase:Reviews,Companies&Prods. 85-2002/Dec

(c)2002 Info.Sources Inc

File 278:Microcomputer Software Guide 2001/Dec

(c) 2001 Reed Elsevier Inc.

Set	Items	Description
S1	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L- AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S- HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTI- ON? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S- HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3 *	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU- TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR

SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)

S6 3011 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)

S7 13436 5 OR S6

S8 3759 S5 OR S6

S9 216 S4 (S) S8

S10 55 (S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))

S11 55 S10 (S) S8

S12 49 RD (unique items)

S13 1840 S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)

S14 49 RD S12 (unique items)

S15 1567 RD S13 (unique items)

S16 1144 S15 NOT PY>1999

S17 1144 S15 NOT PY>1999

S18 948 S17 NOT PD=19990101:20010101

S19 948 S18 NOT PD=20000101:20020210

S20 36 S14 NOT PY>1999

S21 30 S20 NOT PD=19990101:20010101

S22 29 S21 NOT PD=20010101:20020230

S23 50557 INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))

S24 7323 (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)

S25 4673 S23 AND S24

S26 1114 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)

S27 3011 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)

S28 366 S26 AND S27

S29 0 S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? - OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)

S30 0 (S37 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))

S31 1868 SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?

S32 20248 DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?

S33 1539 S32 AND S24

S34 1316 RD S33 (unique items)

S35 6 S31 AND S28

S36 6 RD S35 (unique items)

S37 0 S36 AND S34

?save temp walknf

Temp SearchSave "TDWALKNF" stored

?b nftext

06feb02 11:00:03 User264669 Session D33.2

\$50.55 9.913 DialUnits File256

\$33.00 33 Type(s) in Format 95 (KWIC)

\$33.00 \* 33 Types

\$83.55 Estimated cost File256

\$1.30 0.966 DialUnits File278

\$0.00 2 Type(s) in Format 8

\$0.00 2 Types

\$1.30 Estimated cost File278  
       OneSearch, 2 files, 10.879 DialUnits FileOS  
 \$3.26 TYMNET  
 \$88.11 Estimated cost this search  
 \$88.15 Estimated total session cost 11.126 DialUnits

SYSTEM:OS - DIALOG OneSearch

File 77:Conference Papers Index 1973-2002/Jan  
       (c) 2002 Cambridge Sci Abs  
 File 35:Dissertation Abs Online 1861-2002/Feb  
       (c) 2002 ProQuest Info&Learning  
 File 583:Gale Group Globalbase(TM) 1986-2002/Feb 05  
       (c) 2002 The Gale Group  
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       (c) 2002 BLDSC all rts. reserv.  
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       (c) 2002 Info. Today Inc.  
 File 99:Wilson Appl. Sci & Tech Abs 1983-2001/Dec  
       (c) 2002 The HW Wilson Co.

Set	Items	Description
---	-----	-----

?recall tdwalknf

Line Command

```

-----
1. SET HI *
2. SET KWIC 50
3. SET HI *
4. SET KWIC 50
5. S INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN
   OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
6. S (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?)
   (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT?
   OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL?
   OR CONTRACT? OR AGREE? OR PACT?)
7. S1 (S) S2
8. S S1 (S) S2
9. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR
   THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR
   FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR
   MERCHANT? OR RETAILER? OR WHOLESALER?)
10. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR
    THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR
    FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR
    MERCHANT? OR RETAILER? OR WHOLESALER?)
11. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR
    THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR
    FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
12. S5 OR S6
13. S S5 OR S6
14. S S4 (S) S8
15. S (S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE?
    OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
16. S S10 (S) S8
17. RD
18. S S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV?
    OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
19. RD S12
20. RD S13
21. S S15 NOT PY>1999
22. S S15 NOT PY>1999
23. S S17 NOT PD=19990101:20010101
24. S S18 NOT PD=20000101:20020210
  
```

```

25. S S14 NOT PY>1999
26. S S20 NOT PD=19990101:20010101
27. S S21 NOT PD=20010101:20020230
28. SET HI *
29. SET KWIC 50
30. S INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN
    OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
31. S (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?)
    (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT?
    OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL?
    OR CONTRACT? OR AGREE? OR PACT?)
32. S S23 AND S24
33. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR
    THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR
    FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR
    MERCHANT? OR RETAILER? OR WHOLESALER?)
34. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR
    THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR
    FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
35. S S26 AND S27
36. S S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR
    PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR
    SCRUTINIZ?)
37. S S26 AND S27
38. DELETE S30
39. S (S37 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE?
    OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
40. S SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR
    PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?
41. S DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT? OR
    IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?
42. S S32 AND S24
43. RD S33
44. S S31 AND S28
45. RD S35
46. S S36 AND S34
?exs tdwalknf 1-6
>>>Invalid syntax at or near 1
?exs tdwalknf/16
>>>"S10" does not exist
>>>"S8" does not exist
           0 S10
           0 S8
    S1      0 S10 (S) S8
?exs tdwalknf/1-6
Hilight option is not available in file(s) 77
HILIGHT set on as '*'
KWIC is set to 50.
KWIC option is not available in file(s) 77
Hilight option is not available in file(s) 77
HILIGHT set on as '*'
KWIC is set to 50.
KWIC option is not available in file(s) 77
    153593 INTERNET
    801227 NETWORK?
    13629  WWW
    333244 WORLD
    317626 WIDE
    88079  WEB
    20168  WORLD(W)WIDE(W)WEB
    34988  LAN
    6420   WAN
    144    WEBPAGE?
    7385   WEBSITE?
    88079  WEB
    74835  PAGE?
    359709 SITE?

```



28076 WEB(W) (PAGE? OR SITE?)  
 S2 945462 INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR  
 LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR  
 SITE?))

Processing

176954 CONSUMER?  
 396317 USER?  
 151334 CUSTOMER?  
 6664 PATRON?  
 50035 BUYER?  
 3951 SHOPPER?  
 144069 MOVEMENT?  
 50542 NAVIGAT?  
 7169 CLICK?  
 83077 ACT  
 208364 ACTION?  
 52096 TRANSACT?  
 145335 PURCHAS?  
 90451 RESERV?  
 125470 BOOK?  
 157547 BUY?  
 73066 SHOP?  
 181410 ACQUIR?  
 403815 DEAL?  
 301247 CONTRACT?  
 560468 AGREE?  
 12154 PACT?  
 S3 87584 (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR  
 SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR  
 ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR  
 BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE?  
 OR PACT?)

?recall tdwalknf/36-36

>>>Usage: RECALL ... / USER nnnnnn

?exs tdwalknf/36-36

>>>"S33" does not exist

Processing

0 S33  
 629520 DETECT?  
 287665 MONITOR?  
 34883 NOTIC?  
 737933 SENS?  
 50938 AWARE?  
 79596 PERCEIV?  
 58698 SPOT?  
 532647 IDENTIF?  
 112801 DISCOVER?  
 109426 CHECK?  
 192545 SCREEN?  
 2782 SCRUTINIZ?  
 S4 0 S33 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE?  
 OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK?  
 OR SCREEN? OR SCRUTINIZ?)

?exs tdwalknf/39-41

>>>"S41" does not exist

0 S41  
 164351 SUBSID?  
 341966 SPECIAL  
 455084 OFFER?  
 312611 PRICE?  
 931243 TERM?  
 452259 SALE?  
 155454 PROMOT?  
 6666 SPECIAL(3N) (((OFFER? OR PRICE?) OR TERM?) OR SALE?) OR  
 PROMCT?)  
 27769 DISCOUNT?  
 5174 (C) (N?)

```

2625 REBATE?
8374 BONUS?
S5 0 (S41 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR
TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR
REBATE? OR BONUS?))
164351 SUBSID?
341966 SPECIAL
455084 OFFER?
312611 PRICE?
931243 TERM?
452259 SALE?
155454 PROMOT?
6666 SPECIAL(3N) (((OFFER? OR PRICE?) OR TERM?) OR SALE?) OR
PROMOT?)
27769 DISCOUNT?
5174 COUPON?
2625 REBATE?
8374 BONUS?
S6 211410 SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR
SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR
BONUS?
629520 DETECT?
287665 MONITOR?
34883 NOTIC?
737933 SENS?
79596 PERCEIV?
58698 SPOT?
532647 IDENTIF?
112801 DISCOVER?
109426 CHECK?
2782 SCRUTINIZ?
S7 2201807 DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR
SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?
?showfiles; ds
S8 0 HOWFILES

```

```

Set      Items  Description
S1        0      S10 (S) S8
S2      945462  INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-
AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S3      87584  (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S-
HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTI-
ON? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S-
HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S4        0      S33 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? -
OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SC-
REEN? OR SCRUTINIZ?)
S5        0      (S41 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM?
OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR B-
ONUS?))
S6      211410  SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE?
OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?
S7      2201807  DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT?
OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?
S8        0      HOWFILES

```

```

?
? s s7 and s3
      2201807  S7
      87584    S3
S9    10560    S7 AND S3

```

```

?rd s9
>>>A maximum of 5000 items can be processed.
?

```

```

### Status: Break Sent.

```

```

?exs tdwalknf 33-35
>>>Invalid syntax at or near 13

```

?exs tdwalknf/33-35

Processing

```

    224816  ANOTHER
    1037533 DIFFERENT
    2086740  NEW
    226074  ADDITIONAL
    612111  SECOND
    83935   OUTSIDE
    246050  THIRD
    12005   AFFILIATE?
    47500   ALLIED
    447812  ASSOCIATE?
    1284196 UNITED
    17855   JOINED
    452386  FURTHER
    23400   ALTERNATE
    65320   VENDOR?
    7284    SELLER?
    848     SALESPERSON?
    15845   MERCHANT?
    41363   RETAILER?
    7298    WHOLESALER?
S10  7583  (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR
        OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR
        UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR
        SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR
        WHOLESALER?)
    224816  ANOTHER
    1037533 DIFFERENT
    2086740  NEW
    226074  ADDITIONAL
    612111  SECOND
    83935   OUTSIDE
    246050  THIRD
    12005   AFFILIATE?
    47500   ALLIED
    447812  ASSOCIATE?
    1284196 UNITED
    17855   JOINED
    452386  FURTHER
    23400   ALTERNATE
    44015   DEALER?
    327     PURVEYOR?
    23284   PARTIES
    32234   PARTY
S11  17013 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR
        OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR
        UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR
        PURVEYOR? OR PARTIES OR PARTY)
```

>>>"S35" does not exist

>>>"S36" does not exist

0

S35

0

S36

S12 0 S35 AND S36

?ds

Set	Items	Description
S1	0	S10 (S) S8
S2	945462	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L- AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S3	87584	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S- HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTI- ON? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S- HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S4	0	S33 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? - OR PERCEIV? OR SPOT? OR IDENTI ? OR DISCOVER? OR CHECK? OR SC- REEN? OR SCRUTINIZ?)

S5 0 (S41 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM?  
OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR B-  
ONUS?))

S6 211410 SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE?  
OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?

S7 2201807 DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT?  
OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?

S8 0 HOWFILES

S9 10560 S7 AND S3

S10 7583 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU-  
TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED  
OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR  
SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)

S11 17013 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU-  
TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED  
OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? -  
OR PARTIES OR PARTY)

S12 0 S35 AND S36

?s (s10 and s11) (10n) s6

7583 S10

17013 S11

211410 S6

S13 12 (S10 AND S11) (10N) S6

?s s10 and s11 and s6

7583 S10

17013 S11

211410 S6

S14 28 S10 AND S11 AND S6

?rd s13

...completed examining records

S15 12 RD S13 (unique items)

?rd s14

...completed examining records

S16 28 RD S14 (unique items)

?t s15/free,k/1-13

>>>KWIC option is not available in file(s): 77

**15/K/1 (Item 1 from file: 35)**

DIALOG(R)File 35:(c) 2002 ProQuest Info&Learning. All rts. reserv.

01238291 ORDER NO: AAD92-27379

**MARK HANNA AND THE TRANSFORMATION OF THE REPUBLICAN PARTY. (VOLUMES I AND  
II) (HANNA MARK, OHIO, ANARCHIST)**

Year: 1992

...political disappointment was his failure, as a member of the U.S.  
Senate, to resurrect the Commonwealth Idea as a rhetorical defense for  
granting governmental \*subsidies\* to the \*merchant\* marine. \*Third\*,  
Hanna's role as president of the National Civic Federation, a major  
national interest group involved in arbitrating labor disputes outside of  
the party system...

**15/K/2 (Item 1 from file: 583)**

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09346213

Partnerstvi GE Capital Leasing a Pojistovny Zurich

CZECH REPUBLIC: GE CAPITAL AND PZ COOPERATES

16 Aug 2000

COMPANY: ZURICH VERSICHERUNGS GESELLSCHAFT; POJISTOVNA ZURICH; GE CAPITAL  
LEASING

PRODUCT: Used Car Dealers (5521); Automotive Sales & Services (5500);

Property & Liability Insurance (6330);

EVENT: Company Formation (14);

COUNTRY: Switzerland (5SWI); Czech & Slovak Fed Republ (6CSF);

GE Capital Leasing (GECL), the leading Czech \*second\* hand car \*retailer\*, and Pojistovna Zurich (PZ), the Czech \*subsidiary\* of Swiss-based insurance company, has agreed on cooperation. Clients of GECL, which offers car leasing, will be able to take advantage of PZ's...

**15/K/3 (Item 2 from file: 583)**

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

06516841

Asda extends reach of Catalina coupons

UK: ASDA TO EXTEND USE OF CATALINA COUPONS

05 Sep 1997

COMPANY: MCDONALDS; CATALINA; ASDA

PRODUCT: Food Retailing (5400);

EVENT: General Management Services (26); Production Management (23); Use of Materials & Supplies (46); Marketing Procedures (24);

COUNTRY: United Kingdom (4UK);

... off coupons for customers as they pass through the till with their purchases. Asdas plans include offering targeted vouchers for its Clubcard (loyalty card) holders, \*coupons\* which are redeemable at \*third\* \*party\* stores such as McDonalds and pubs/restaurants, link-save \*coupons\* for use with some of its branded baby products and its own-label clothing range called George. The company has increasingly been using the medium...

**15/K/4 (Item 3 from file: 583)**

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

05991304

CHIPCOM FINDS UNITY

UK: CHIPCOM IN DISTRIBUTION DEAL WITH UNITY

18 May 1994

COMPANY: LOGICAL NETWORKS; UNITY DISTRIBUTION; CHIPCOM

PRODUCT: Data Communications Equipment (3661DC); Computer Services (7370);

EVENT: Planning & Information (22); Marketing Procedures (24); Capital Expenditure (43); Use of Materials & Supplies (46);

COUNTRY: United Kingdom (4UK); United States (1USA);

Chipcom has signed a UK distributor deal with Logical Networks \*subsidiary\*, Unity Distribution, which resells network products to \*third\*-\*party\* \*vendors\*. Chipcom believes the deal will allow it to enter the expanding outsourced network management market. \*...

**15/K/5 (Item 1 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6617865

**Title: American Power and Perle Equipment [discounts]**

Publication Date: Jan. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E); Practical (P)

Descriptors: DP management; equipment selection; uninterruptible power supplies

Identifiers: discounts; American Power; Perle

Class Codes: D5000 (Office automation - computing); D1060 (Security)

Copyright 2000, IEE

Abstract: Figures list spot checks on \*discounts\* on American Power and Perle equipment from \*third\*-party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

**15/K/6 (Item 2 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts.  
reserv.

6569013

**Title: Symbol, Tally, and Zebra equipment [price discounts]**

Publication Date: April 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E); Practical (P)

Descriptors: bar codes; buyer's guides; equipment selection; image  
scanners; printers

Identifiers: Symbol; Tally, a; Zebra; price discounts

Class Codes: D5030 (Printers and other peripherals); D5000 (Office  
automation - computing); D3045 (Records management systems)

Copyright 2000, IEE

Abstract: Lists recent spot checks on \*discounts\* on equipment from \*third\*-party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the second quarter of 2000.

**15/K/7 (Item 3 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts.  
reserv.

6518453

**Title: Ascend and DEC equipment [prices]**

Publication Date: Feb. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: DP management; equipment selection

Identifiers: discounts; Ascend; DEC

Class Codes: D5000 (Office automation - computing)

Copyright 2000, IEE

Abstract: Lists \*discounts\* on equipment from \*third\*-party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

**15/K/8 (Item 4 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts.  
reserv.

6516476

**Title: HP, Okidata, and SGI equipment**

Publication Date: Feb. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: Hewlett Packard computers; ink jet printers; laser printers;  
matrix printers; storage units

Identifiers: discounts; HP; Okidata; SGI

Class Codes: D5030 (Printers and other peripherals)

Copyright 2000, IEE

Abstract: Lists spot checks on \*discounts\* on HP, Okidata, and SGI equipment from \*third\*-party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

**15/K/9 (Item 5 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6473730

**Title: Madge, Symbol, and Xerox equipment**

Publication Date: Jan. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: DP management; equipment selection

Identifiers: discounts; third-party sellers; Madge; Symbol; Xerox

Class Codes: D5000 (Office automation - computing)

Copyright 2000, IEE

Abstract: Lists recent spot checks on \*discounts\* on equipment from \*third\*-*party* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

**15/K/10 (Item 6 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6437647

**Title: Best Power, Cisco, IBM, Sun, and Tally Equipment**

Publication Date: Nov. 1999

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: buyer's guides; IBM computers

Identifiers: equipment discounts; third-party sellers; lease transactions ; buy transactions; Tally Equipment; Sun; IBM; Cisco

Class Codes: D5010D (Selection guides)

Copyright 1999, IEE

Abstract: Recent spot checks on \*discounts\* on equipment from \*third\*-*party* \*sellers\* are listed. The data represents actual \*discounts\* on lease or buy transactions finalized during the fourth quarter of 1999.

**15/K/11 (Item 1 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00294853 92CR11-208

**Second-tier clone vendors offer cut-rate pricing**

19921116

Descriptors: Price; Lap-sized Microcomputer; Corporate Information; Market

Identifiers: Librex Computer Systems

... and European operations, but not before giving away its 386SX-based notebooks at prices as low as \$1199 and entrusting continued customer support through a \*third\*-*party* maintenance firm. Discusses two reasons why the recent \*discounting\* of products from exiting clone vendors should not be a cause for great worry among major PC market players. (PAM)

**15/K/12 (Item 2 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00111067 85PK09-301

**Big inventories prompt action to move PCs**

19850924

Descriptors: IBM; Marketing; Retailing

Identifiers: IBM PC XT; IBM PC AT; IBM Corp.; IBM Corp.

Discusses the large inventories of IBM PC XTs and ATs that are the reason for IBM's recent offer of a \*rebate\*. Notes that competition from

\*third\* \*party\* hard disk \*vendors\* is causing these large inventories.  
?t sl6/free,k/1-28  
>>>KWIC option is not available in file(s): 77

**16/K/1 (Item 1 from file: 35)**  
DIALOG(R)File 35:(c) 2002 ProQuest Info&Learning. All rts. reserv.

01806133 ORDER NO: AADAA-I9940368  
**Consumer satisfaction and complaining and switching responses to  
dissatisfaction within the voucher/certificate rental market**  
Year: 1999

...of housing in the market, forcing owners to improve performance  
because renters can switch if dissatisfied. This view is incomplete.

Because vouchers are a direct \*subsidy\* to consumers, organizations  
that administer voucher programs should be consumer-centered, helping  
voucher-assisted consumers secure desired outcomes and avoid undesirable  
ones. Increased purchasing power...

...exempted.

Assisted consumers who fail to get full value from the goods and  
services they purchase are cheated along with the taxpayers. Effective  
complaining to \*sellers\*, or to \*third\* \*parties\*, if \*sellers\* are  
unwilling to fulfill their obligations, is the only means to redress  
problems. Switching without complaining does not inform \*sellers\*, other  
consumers, \*third\* \*parties\*, or program administrators that product or  
service quality is not acceptable and does not maintain the efficacy of the  
voucher arrangement.

This study represents the...

**16/K/2 (Item 2 from file: 35)**  
DIALOG(R)File 35:(c) 2002 ProQuest Info&Learning. All rts. reserv.

01238291 ORDER NO: AAD92-27379  
**MARK HANNA AND THE TRANSFORMATION OF THE REPUBLICAN PARTY. (VOLUMES I AND  
II) (HANNA MARK, OHIO, ANARCHIST)**  
Year: 1992

...political disappointment was his failure, as a member of the U.S.  
Senate, to resurrect the Commonwealth Idea as a rhetorical defense for  
granting governmental \*subsidies\* to the \*merchant\* marine. \*Third\*,  
Hanna's role as president of the National Civic Federation, a major  
national interest group involved in arbitrating labor disputes \*outside\* of  
the \*party\* system, demonstrated that Hanna anticipated the key  
policymaking role extra-party bureaucracies would assume in the emerging  
administrative state of the twentieth century.

**16/K/3 (Item 1 from file: 583)**  
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09346213  
Partnerstvi GE Capital Leasing a Pojistovny Zurich  
CZECH REPUBLIC: GE CAPITAL AND PZ COOPERATES  
16 Aug 2000

COMPANY: ZURICH VERSICHERUNGS GESELLSCHAFT; POJISTOVNA ZURICH; GE CAPITAL  
LEASING

PRODUCT: Used Car Dealers (5521); Automotive Sales & Services (5500);  
Property & Liability Insurance (6330);

EVENT: Company Formation (14);

COUNTRY: Switzerland (5SWI); Czech & Slovak Fed Republ (6CSF);

GE Capital Leasing (GECL), the leading Czech \*second\* hand car \*retailer\*,  
and Pojistovna Zurich (PZ), the leading subsidiary of Swiss-based insurance



company, has agreed on cooperation. Clients of GECL, which offers car leasing, will be able to take advantage of PZ's accidental and \*third\* \*party\* car insurance. PZ, which belongs to Zurich Versicherungs Gesellschaft, have five branches in the Czech Republic. GECL signed contract worth Kc 6.6bn in 1999.

**16/K/4 (Item 2 from file: 583)**

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09127826

Wal-Mart Turns to Books-A-Million To Supply, Deliver Books for Web St\

US: ONLINE BOOKS EXPANSION FOR WAL-MART

02/03 Jul 1999

COMPANY: WAL-MART STORES; BOOKS-A-MILLION

PRODUCT: Mail Order Houses (5961); Department Stores (5311); Book

Publishing (2731); Database Vendors (7375);

EVENT: Planning & Information (22); Company Formation (14); Marketing Procedures (24);

COUNTRY: United States (1USA);

Books-A-Million, the \*third\*-largest book \*retailer\* in the US, will start competing with Amazon.com thanks to a deal with Wal-Mart Stores to supply books for an online venture. Wal-Mart is expanding its online operations with a new Web site in autumn 1999, and most services are expected to be provided by \*third\* \*parties\* such as Books-A-Million. The books already sold by Wal-Mart online offer a \*discount\* of 50% on best-selling titles and 25% on paperbacks.

**16/K/5 (Item 3 from file: 583)**

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

06516841

Asda extends reach of Catalina \*coupons\*

UK: ASDA TO EXTEND USE OF CATALINA \*COUPONS\*

05 Sep 1997

COMPANY: MCDONALDS; CATALINA; ASDA

PRODUCT: Food Retailing (5400);

EVENT: General Management Services (26); Production Management (23); Use of Materials & Supplies (46); Marketing Procedures (24);

COUNTRY: United Kingdom (4UK);

Asda extends reach of Catalina \*coupons\*

UK: ASDA TO EXTEND USE OF CATALINA \*COUPONS\*

... focus on improving its category management Asda (UK based supermarket chain) has announced that it is to extend the use of its Catalina check-out \*coupons\* . Catalina is a US based company which produces the equipment for retailers to print out money-off \*coupons\* for customers as they pass through the till with their purchases. Asdas plans include offering targeted vouchers for is Clubcard (loyalty card) holders, \*coupons\* which are redeemable at \*third\* \*party\* stores such as McDonalds and pubs/restaurants, link-save \*coupons\* for use with some of its branded baby products and its own-label clothing range called George. The company has increasingly been using the medium...

... services which it is planning to offer to retailers in the near future. the first is called Checkout Research which will offer customers money-off \*coupons\* in return for calling a free-phone market research number, and the \*second\* will offer \*retailers\* sampled consumer research following the launch of new products.

**16/K/6 (Item 4 from file: 583)**

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06232119

Automated system to control unhealthy market practices

MALAYSIA: \*NEW\* SYSTEM FOR APPOINTING \*DEALERS\*

18 Nov 1995

COMPANY: BANK NEGARA

PRODUCT: Intl Affairs & Finance (9103); Securities & Commodities

Exchanges (6230); Securities Dealers (6211); Debt & Equity Securities (E5640); Credit & Collection Services (7320); Credit Risk (6020CR);

EVENT: General Management Services (26); National Government Economics (94); Company Formation (12); Company Formation (14);

COUNTRY: Malaysia (9MAO);

MALAYSIA: \*NEW\* SYSTEM FOR APPOINTING \*DEALERS\*

... new system for appointing principal dealers in January 1996. To be appointed as principal dealers, the minimum shareholders' funds is RM 50 mn for licensed \*discount\* houses, RM 500 mn for licensed commercial banks and RM 250 mn for licensed \*merchant\* banks. A \*second\* rating agency would also be set up in view of the expected growth in the private debt securities market. It is expected to start operation...

**16/K/7 (Item 5 from file: 583)**

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

05991304

CHIPCOM FINDS UNITY

UK: CHIPCOM IN DISTRIBUTION DEAL WITH UNITY

18 May 1994

COMPANY: LOGICAL NETWORKS; UNITY DISTRIBUTION; CHIPCOM

PRODUCT: Data Communications Equipment (3661DC); Computer Services (7370);

EVENT: Planning & Information (22); Marketing Procedures (24); Capital Expenditure (43); Use of Materials & Supplies (46);

COUNTRY: United Kingdom (4UK); United States (1USA);

Chipcom has signed a UK distributor deal with Logical Networks \*subsidiary\*, Unity Distribution, which resells network products to \*third\*-party \*vendors\*. Chipcom believes the deal will allow it to enter the expanding outsourced network management market. \*...

**16/K/8 (Item 6 from file: 583)**

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05942653

Cobega vende el 100% de su filial Vallbega a Casa/

SPAIN: COBEGA TO SELL \*SUBSIDIARY\*

6 Jan 1994

COMPANY: COCA-COLA; COBEGA; VALLESANA DE BEBIDAS GASEOSAS; VALLBEGA; CASA GARCIA DE MANLLEU

PRODUCT: Canned & Bottled Soft Drinks (2086);

EVENT: Planning & Information (22); Market & Industry News (60);

COUNTRY: Spain (4SPA);

SPAIN: COBEGA TO SELL \*SUBSIDIARY\*

Cobega of Spain, the Coca-Cola bottler for Andorra and Catalonia, ...

its Vallesana de Bebidas Geaseosas (Vallbega) \*subsidiary\* to independent distributor Casa Garcia. The sale is part of Cobega's policy to concentrate on distribution to large \*retailers\* and transfer to \*third\* \*parties\* the distribution to small businesses. Meanwhile, Cobega has said that its plans for a new Pta 10,000mn bottling plant in Selva del Camp, Tarragona...

**16/K/9 (Item 7 from file: 583)**

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

05878251

Ford Motor Belgium: perte accrue

BELGIUM: FORD MOTOR BELGIUM HAS HIGH LOSSES

2 Aug 1993

COMPANY: FORD CREDIT EUROPE PLC; FORD CREDIT; FORD MOTOR; FORD MOTOR BELGIUM

PRODUCT: Cars (3711CA);

EVENT: Company Reports & Accounts (83);

COUNTRY: Belgium (4BEL); Luxembourg (4LUX);

Losses at Ford Motor Belgium, the \*subsidiary\* of Ford Motor, were BFr 88.9mn in the first half 1993, versus BFr 31.3mn in the first half 1992. Sales through \*dealers\* and \*second\*-hand \*retailers\* amounted to BFr 9.1bn, versus BFr 12.2bn a year earlier. Ford attributes the fall to the slack market and to early sales of...

**16/K/10 (Item 8 from file: 583)**

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03402082

PACIFIC BELL DIRECTORY LAUNCHES SMART TALK AUDIOTEX SERVICE

US - PACIFIC BELL DIRECTORY LAUNCHES SMART TALK AUDIOTEX SERVICE

12 March 1990

PRODUCT: Teletext Services (4811TT);

EVENT: PRODUCTS, PROCESSES & SERVICES (30);

COUNTRY: United States (1USA); NATO Countries (420); South East Asia Treaty Organisation (913);

Pacific Bell Directory has launched Smart Talk a 'talking yellow pages' audiotex service in Yolo Country, Sacramento and Fair Oaks, CA. \*Third\*-  
\*party\* \*vendors\* will provide the record message service, allowing businesses to give information on \*special\* \*offers\*, seasonal items and \*discount\* rates. Callers will be linked to businesses by pressing a single button on the phone. Messages can be updated as often as advertisers require.

**16/K/11 (Item 1 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6617865

**Title: American Power and Perle Equipment [\*discounts\*]**

Publication Date: Jan. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E); Practical (P)

Descriptors: DP management; equipment selection; uninterruptible power supplies

Identifiers: \*discounts\*; American Power; Perle

Class Codes: D5000 (Office automation - computing); D1060 (Security)

Copyright 2000, IEE

**Title: American Power and Perle Equipment [\*discounts\*]**

Abstract: Figures list spot checks on \*discounts\* on American Power and Perle equipment from \*third\*-\*party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

Identifiers: \*discounts\*;

**16/K/12 (Item 2 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6569013

**Title: Symbol, Tally, and Zebra equipment [price \*discounts\*]**

Publication Date: April 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E); Practical (P)

Descriptors: bar codes; buyer's guides; equipment selection; image scanners; printers

Identifiers: Symbol; Tally, a; Zebra; price \*discounts\*

Class Codes: D5030 (Printers and other peripherals); D5000 (Office automation - computing); D3045 (Records management systems)

Copyright 2000, IEE

**Title: Symbol, Tally, and Zebra equipment [price \*discounts\*]**

Abstract: Lists recent spot checks on \*discounts\* on equipment from \*third\*-\*party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the second quarter of 2000.

...Identifiers: price \*discounts\*

**16/K/13 (Item 3 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6518453

**Title: Ascend and DEC equipment [prices]**

Publication Date: Feb. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: DP management; equipment selection

Identifiers: \*discounts\*; Ascend; DEC

Class Codes: D5000 (Office automation - computing)

Copyright 2000, IEE

Abstract: Lists \*discounts\* on equipment from \*third\*-\*party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

Identifiers: \*discounts\*;

**16/K/14 (Item 4 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6516476

**Title: HP, Okidata, and SGI equipment**

Publication Date: Feb. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: Hewlett Packard computers; ink jet printers; laser printers; matrix printers; storage units

Identifiers: \*discounts\*; HP; Okidata; SGI

Class Codes: D5030 (Printers and other peripherals)

Copyright 2000, IEE

Abstract: Lists spot checks on \*discounts\* on HP, Okidata, and SGI equipment from \*third\*-\*party\* \*sellers\*. The data represent actual

\*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

Identifiers: \*discounts\*;

**16/K/15 (Item 5 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6473730

**Title: Madge, Symbol, and Xerox equipment**

Publication Date: Jan. 2000

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: DP management; equipment selection

Identifiers: \*discounts\*; \*third\*-\*party\* \*sellers\*; Madge; Symbol; Xerox

Class Codes: D5000 (Office automation - computing)

Copyright 2000, IEE

Abstract: Lists recent spot checks on \*discounts\* on equipment from \*third\*-\*party\* \*sellers\*. The data represent actual \*discounts\* on lease or buy transactions finalized during the first quarter of 2000.

Identifiers: \*discounts\*; \*third\*-\*party\* \*sellers\*;

**16/K/16 (Item 6 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

6437647

**Title: Best Power, Cisco, IBM, Sun, and Tally Equipment**

Publication Date: Nov. 1999

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: buyer's guides; IBM computers

Identifiers: equipment \*discounts\*; \*third\*-\*party\* \*sellers\*; lease transactions; buy transactions; Tally Equipment; Sun; IBM; Cisco

Class Codes: D5010D (Selection guides)

Copyright 1999, IEE

Abstract: Recent spot checks on \*discounts\* on equipment from \*third\*-\*party\* \*sellers\* are listed. The data represents actual \*discounts\* on lease or buy transactions finalized during the fourth quarter of 1999.

Identifiers: equipment \*discounts\*; \*third\*-\*party\* \*sellers\*;

**16/K/17 (Item 7 from file: 2)**

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

04125808

**Title: \*Discounts\* on IBM personal systems**

Publication Date: March 1992

Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Descriptors: computer purchase; IBM computers; microcomputers

Identifiers: IBM personal systems; market conditions; \*discounts\*

Class Codes: D5010 (Computers and work stations)

**Title: \*Discounts\* on IBM personal systems**

...Abstract: However, to get the best prices on PC equipment, buyers need to be well informed of market conditions. Research shows that PS/2 prices from \*third\*-\*party\* \*vendors\* can be as much as 55% lower than IBM list prices. On the other hand, IBM's Volume Purchase Agreement (VPA) for PS/2s allows for only up to a 30% \*discount\* off list price. These \*discounts\* are also based on specific volume amounts that the buyer commits to during 12, 18, or 24 month periods. IBM states that greater \*discounts\* are

available for commitments of 150 or more units; however, this is negotiable and therefore uncertain. In order to obtain the maximum \*discount\* allowable under the VPA (30%), the buyer must purchase 3000 PS/2s in 12 months, 4500 PS/2s in 18 months, or 6000 PS/2s in 24 months. IBM's \*discounts\* are meager in comparison to those that buyers are receiving through \*third\*-*parties*. A comparison of PC street prices and IBM's VPA (at a 20% \*discount\* rate which is available when purchasing quantities of 150-300) is shown.

...Identifiers: \*discounts\*

**16/K/18 (Item 8 from file: 2)**

DIALOG(R) File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

03702902 INSPEC Abstract Number: C90058883

**Title: Moving along the bus (distributed processing in London Buses Ltd.)**

Publication Date: May 1990

Document Type: Journal Paper (JP)

Treatment: Applications (A)

Descriptors: distributed processing; performance evaluation; service industries; transportation

Identifiers: Carolian; Galcon; Sysview; Intact program; London Buses Ltd.; distributed processing; operations costs; \*third\* \*party\* \*vendors\*; in-house Computer Services department; networked environment; HP 3000s; bus service; metropolitan London; operational difficulties; Carolian Systems; Multi-system management; data integrity; system performance analysis

Class Codes: C7185 (Other service industries)

Abstract: London Buses Ltd. (LBL), and eleven of its \*subsidiary\* companies, exemplify how corporations in the 1990s can use distributed processing to streamline operations costs and improve service to their customers. With the help of \*third\* \*party\* \*vendors\* and an in-house Computer Services department, LBL has found innovative and exciting ways to use the power of distributed processing to run a cost...

...Identifiers: \*third\* \*party\* \*vendors\*;

**16/K/19 (Item 9 from file: 2)**

DIALOG(R) File 2:(c) 2002 Institution of Electrical Engineers. All rts. reserv.

03472519 INSPEC Abstract Number: C89063074

**Title: International marketing options: overcoming marketing hurdles with \*third\* \*party\* \*vendors\***

Publication Date: 1989

Document Type: Conference Paper (PA)

Treatment: General, Review (G); Practical (P)

Descriptors: information services; marketing

Identifiers: \*third\* \*party\* \*vendors\*; information provider; online service; distribution channels; product-oriented; international marketing policy

Class Codes: C7170 (Marketing); C7210 (Information services and centres)

**Title: International marketing options: overcoming marketing hurdles with \*third\* \*party\* \*vendors\***

...Abstract: and usage necessary for a product's financial viability, or is there enough demand in the home market, with overseas sales regarded as an incremental \*bonus\*. Before reaching a final decision, the information provider may need to examine the international marketing policy of the host who is facing a similar set of choices. Should overseas marketing be carried out\* by replicating the home based organization internationally, or should \*third\* \*party\* \*vendors\* in the form of agents and distributors be considered.

Identifiers: \*third\* \*party\* \*vendors\*;

16/K/20 (Item 10 from file: 2)

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts.  
reserv.

03381787 INSPEC Abstract Number: D89001415

**Title: Bank chooses \*third\*-\*party\* \*vendor\* to reduce costs**

Publication Date: Nov. 1988

Document Type: Journal Paper (JP)

Treatment: Practical (P)

Descriptors: banking

Identifiers: Florida National Bank; \*third\*-\*party\* \*vendor\*; corporate  
customers; BankLink; Chemical Technologies Corp; MicroLink

Class Codes: D2050E (Banking)

**Title: Bank chooses \*third\*-\*party\* \*vendor\* to reduce costs**

Abstract: Florida National Bank chose a \*third\*-\*party\* \*vendor\* to  
service its corporate customers because it takes a large customer base to  
support an in-house system. With a \*third\*-\*party\* \*vendor\*, the cost of  
product management, data processing and other resources, along with  
customer service representatives, are reduced. The bank services 150  
corporate customers with two systems from BankLink, a New York-based  
\*subsidiary\* of Chemical Technologies Corp. About 65 are serviced with the  
MicroLink system and 85 are serviced with the BankLink system. The bank  
markets the products...

...Identifiers: \*third\*-\*party\* \*vendor\*;

16/K/21 (Item 11 from file: 2)

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts.  
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03100604 INSPEC Abstract Number: C88021516

**Title: Riding the BI bus (DEC policies)**

Publication Date: Dec. 1987

Document Type: Journal Paper (JP)

Treatment: Practical (P)

Descriptors: DEC computers; DP industry; DP management; industrial  
property; legislation

Identifiers: Digital Equipment Corporation; restricted \*discount\*  
structure; resellers; \*third\*-\*party\* \*vendors\*; policies; limiting  
\*discounts\*; OEMs; VARs; distributors; closed architecture; BI bus

Class Codes: C0200 (General computer topics); C0230B (Legal aspects)

Abstract: DEC has made some decisions that affect its resellers and  
\*third\*-\*party\* \*vendors\*. Some of these decisions have been criticized as  
being restrictive, harsh and, ultimately, short sighted. These policies  
generally fall into two areas: limiting \*discounts\* to OEMs, VARs and  
distributors; and the closed architecture of the BI bus. These moves and  
the reactions to them, are discussed.

...Identifiers: restricted \*discount\* structure...

...\*third\*-\*party\* \*vendors\*; ...

...limiting \*discounts\*;

16/K/22 (Item 12 from file: 2)

DIALOG(R)File 2:(c) 2002 Institution of Electrical Engineers. All rts.  
reserv.

02605471 INSPEC Abstract Number: C86013711

**Title: The use of bar codes within the photoprocessing industry**

Publication Date: 1985

Document Type: Conference Paper (PA)

Treatment: Applications (A)

Descriptors: mark scanning equipment; photography; retail data processing

Identifiers: work received logging; photoprocessing industry

photofinishing; film processing service; prints; reprints; slides; enlargements; retail merchandise; amateur photography market; mail order; bar code equipment; Telepen; Toom Terminal; \*third\* \*party\* \*retailers\*; Laserscan 6210

Class Codes: C5590 (Other peripheral equipment); C7180 (Retailing and distribution)

Abstract: Gratispool is in the photofinishing business and is a wholly owned \*subsidiary\* of the 3M Corporation. Gratispool provides a film processing service to the general public producing prints, reprints, slides and enlargements supported by a range of...

... the equipment used is Toom Terminal, from Toom Technics. Gratispool additionally makes use of another bar code reader to log the receipt of work from \*third\* \*party\* \*retailers\*. This is the Laserscan 6210 from Numeric Arts.

...Identifiers: \*third\* \*party\* \*retailers\*;

**16/K/23 (Item 1 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00316343 93CR06-107

**IBM forms new unit to market Ambra in the U.S.**

19930614

Descriptors: Corporate Information; Business; Microcomputer System; Marketing

Identifiers: IBM Corp.; Wearnes Technology

... market the Ambra-brand low-cost microcomputer systems in the United States. Says the computers, to be manufactured to IBM specifications by the U.S. \*subsidiary\* of Singapore-based Wearnes Technology Ltd., will bear the Ambra logo and design seen in European models. Also says the Ambra unit will have shipping, software preloading, manufacturing and advertising farmed out to \*third\*-\*party\* \*vendors\*. Includes a photo. (tbc)

**16/K/24 (Item 2 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00294853 92CR11-208

**\*Second\*-tier clone \*vendors\* offer cut-rate pricing**

19921116

Descriptors: Price; Lap-sized Microcomputer; Corporate Information; Market

Identifiers: Librex Computer Systems

**\*Second\*-tier clone \*vendors\* offer cut-rate pricing**

Reports that a flood of greatly-\*discounted\* PC product from second- and third-tier clone manufacturers might effect significant changes on PC pricing as they unload their stocks at drastically reduced prices...

... and European operations, but not before giving away its 386SX-based notebooks at prices as low as \$1199 and entrusting continued customer support through a \*third\*-\*party\* maintenance firm. Discusses two reasons why the recent \*discounting\* of products from exiting clone vendors should not be a cause for great worry among major PC market players. (PAM)

**16/K/25 (Item 3 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00279927 92IN06-305

**Planning for pan-European outsourcing -- The pieces start to come together as users and \*vendors\* strive to meet \*new\* market realities**

19920622

Descriptors: Outsourcing; Market; Strategy; Business; Foreign Trade



Identifiers: EDS; Cap Gemini Sogeti

**Planning for pan-European outsourcing -- The pieces start to come together as users and \*vendors\* strive to meet \*new\* market realities**

... labor unions in the case of layoffs of salaried employees resulting from outsourcing, as well as the high rate of independence and centralization of individual \*subsidiaries\* of large firms. Describes operations of systems integration providers EDS Corp. and Cap Gemini Sogeti. Includes the sidebar 'Telcos On The \*Third\*-Party\* Line' (p44) by Mary E. Thyfault, which discusses telecommunications carriers and network outsourcing. Includes a photo, several Drawings, a graph, a bar graph, and a...

**16/K/26 (Item 4 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00252389 91CW10-204

**Vendors make connections -- Integration, teamwork highlighted at Network**

19911111

Descriptors: Systems Integration; Networks; Local Area Networks; Shows; Corporate Information

Identifiers: IBM Corp.; Microsoft; Banyan Systems; Novell; Sunconnect

Reports that multivendor integration is spurring a number of new alliances involving network industry rivals while \*third\*-party\* \*vendors\* have expressed their contribution in certain crucial areas of multivendor networking, as evident during the recent Network '91 show held in Dallas, TX the previous...

... on their respective systems. Discusses open-systems technologies being developed separately by Apple, Microsoft and Banyan as well as Novell and Sun Microsystems Inc.'s \*subsidiary\* Sunconnect. Says also that the strong presence of third party Network '91 was a response to vendors' inability to answer user immediate local-area network...

**16/K/27 (Item 5 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00178067 88CR10-311

**Apple shows Mac-to-VAX link at DEXPO**

19881024

Descriptors: Shows; Conference; Micro-minicomputer Link; Macintosh; Product Announcement

Identifiers: Macintosh; VAX; Apple Computer; Digital Equipment Corp.

Reports that Apple Computer Inc. used DEXPO West as a showcase for \*new\* \*third\*-party\* products that connect its Macintosh to Digital Equipment Corp.'s VAX machines. Occupying an exhibit area that amounted to 25% of the show's total booth space, Apple and 33 \*third\*-party\* \*vendors\* showed Macintosh-to-VAX integration solutions at the expo. Several new products supporting CL/1 - the connectivity language developed by Apple \*subsidiary\* Network Innovations Corp.- were unveiled. (lal)

**16/K/28 (Item 6 from file: 233)**

DIALOG(R)File 233:(c) 2002 Info. Today Inc. All rts. reserv.

00111067 85PK09-301

**Big inventories prompt action to move PCs**

19850924

Descriptors: IBM; Marketing; Retailing

Identifiers: IBM PC XT; IBM PC AT; IBM Corp.; IBM Corp.

• Discusses the large inventories of IBM PC XT's and AT's that are the reason for IBM's recent dealer price \*rebate\*. Notes that competition from \*third\* \*party\* hard disk \*vendors\* is causing these large inventories.  
?

# FILEX11

show files; ds  
 File 15:ABI/Inform(R) 1971-2002/Feb 05  
     (c) 2002 ProQuest Info&Learning  
 File 16:Gale Group PROMT(R) 1990-2002/Feb 05  
     (c) 2002 The Gale Group  
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     (c) 1999 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2002/Feb 05  
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     (c) 2002 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2002/Feb 05  
     (c) 2002 The Gale Group

Set	Items	Description
S1	7067727	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	1904451	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S-HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S-HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	206219	*deleted* 1 (S) S2
S4	405080	S1 (S) S2
S5	291105	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	632083	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S7	6330920	5 OR S6
S8	867315	S5 OR S6
S9	11977	S4 (S) S8
S10	40725	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	40725	S10 (S) S8
S12	250531	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S13	0	S1 (S) S10 (S) S13
S14	0	RD (unique items)
S15	3395835	15 NOT PY =1999-2002
S16	172	S12 (S) S1 (S) S10
S17	123	RD (unique items)
S18	123	S17 NOT PY=1999-2002 -
S19	45	S12 (10N) S1 (10N) S10
S20	31	RD (unique items)
S21	31	S20 NOT PY=1999-2002 ← scanned ABR.

Temp WALKER

21/K/1 (Item 1 from file: 15)

DIALOG(R)File 15:(c) 2002 ProQuest Info&Learning. All rts. reserv.

02289201 98154759

\*\*USE FORMAT 9 FOR FULL TEXT\*\*

**The effectiveness of a Web strategy for real estate brokerage**

WORD COUNT: 1989 LENGTH: 10 Pages

2002

GEOGRAPHIC NAMES: Hong Kong

DESCRIPTORS: Real estate; Studies; Impact analysis; Information technology; Internet

CLASSIFICATION CODES: 8360 (CN=Real estate); 9130

(CN=Experimental/Theoretical); 9179 (CN=Asia & the Pacific); 5220

(CN=Information technology management); 8331 (CN=Internet services industry)

PRINT MEDIA ID: 33687

...TEXT: broker listed properties are easier to find, resulting in a savings in buyer search costs. With the advance of technology, it is possible that the \*Internet\* would enable information sharing and the bypassing of traditional information intermediaries. If \*buyers\* and \*sellers\* can find one \*another\* through the \*Internet\* (such as owners.com), then the value traditionally added by the brokers will decrease, ultimately depressing commission rates (Muhanna, 2000). Real estate sales firms may...

21/K/2 (Item 2 from file: 15)

DIALOG(R)File 15:(c) 2002 ProQuest Info&Learning. All rts. reserv.

02281782 92199352

\*\*USE FORMAT 9 FOR FULL TEXT\*\*

**BestBuy.com outsources support on heels of holiday** WORD COUNT: 347

LENGTH: 1 Pages

Nov 19, 2001

GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Electronic commerce; Retail stores; Web sites; Technical support; Outsourcing

CLASSIFICATION CODES: 5120 (CN=Purchasing); 5250 (CN=Telecommunications systems & Internet communications); 8390 (CN=Retailing industry); 9000 (CN=Short Article); 9190 (CN=United States)

PRINT MEDIA ID: 11647

ABSTRACT: With Christmas less than six weeks away, it is an odd time for online retailer BestBuy.com Inc. to hand off responsibility for \*Web\*-site \*monitoring\*, backup, and change management to a \*third\* \*party\*. BestBuy.com, a \*subsidiary\* of \*consumer\* electronics and appliance retailer Best \*Buy\* Co., chose ManageWare from Totality Inc. for the job.

21/K/3 (Item 3 from file: 15)

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02046375 56782300

\*\*USE FORMAT 9 FOR FULL TEXT\*\*

**The check is in the (E-) mail: Web-based payment solutions**

WORD COUNT: 883 LENGTH: 2 Pages

Apr 2000

GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Electronic check presentment; Payment systems; Electronic commerce; Consumer spending; Call centers; Online sales

CLASSIFICATION CODES: 9190 (CN=United States); 5250 (CN=Telecommunications systems & Internet communications)

PRINT MEDIA ID: 12435

...TEXT: system, customer service representatives can obtain an approval code within seconds. Merchants can create checks for immediate deposit, or electronically deposit checks via the ACH \*network\* to fulfill orders quickly. Check-based payment for \*customers\*' \*purchases\* can be drawn straight from \*customers\*' \*checking\* accounts, eliminating the need for postal fees to deliver \*checks\* overnight and minus the traditional waiting period for \*checks\* to clear. An \*additional\* \*bonus\* to the \*merchants\* is that funds are 100 percent. guaranteed, just as with credit card purchases. The bonus and convenience with this setup is not just for consumers...

**21/K/4 (Item 4 from file: 15)**

DIALOG(R)File 15:(c) 2002 ProQuest Info&Learning. All rts. reserv.

02033583 52844696

**\*\*USE FORMAT 9 FOR FULL TEXT\*\***

**Getting personal online** WORD COUNT: 747 LENGTH: 2 Pages

May 2000

COMPANY NAMES:

PlanetRx.com Inc ( NAICS:446110)

Fogdog Sports ( SIC:7379 NAICS:451110)

GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Web sites; Catalogs; Sales promotions; Consumer behavior;  
Customization

CLASSIFICATION CODES: 9190 (CN=United States); 5250 (CN=Telecommunications  
systems & Internet communications); 7200 (CN=Advertising); 8390  
(CN=Retailing industry); 7100 (CN=Market research)

PRINT MEDIA ID: 14235

...ABSTRACT: PlanetRX.com, for example, shoppers can use the site's MyShoppingList to select items from a list of their previous purchases and then proceed to \*checkout\*. A user who invests the time and energy to customize a \*Web\* \*site\* is less likely to switch to \*another\* \*vendor\*, Jill Frankle, director of retail e-commerce for Gomez Advisors of Lincoln, Massachusetts, says. FogDog.com, a sporting goods e-tailer based in Redwood City...

**21/K/5 (Item 5 from file: 15)**

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01976946 48296822

**\*\*USE FORMAT 9 FOR FULL TEXT\*\***

**E-receipts next on retail front** WORD COUNT: 688 LENGTH: 2 Pages

Jan 24, 2000

GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Receipts; Standardization; Warranties; Retailing industry

CLASSIFICATION CODES: 5250 (CN=Telecommunications systems); 8390  
(CN=Retailing industry); 7500 (CN=Product planning & development); 9190  
(CN=United States)

PRINT MEDIA ID: 23762

...TEXT: without fear of being inundated with unwanted promotional messages," Burke added.

George Grant, a consultant at Musicland Stores Corp. who works for Minneapolis-based Wireless \*Network\* Solutions Inc., said the digital receipts could "break the ice" for brick-and-mortar \*shoppers\* by getting them to test the \*Internet\* to \*check\* out \*retailers\*' receipts and \*associated\* \*coupons\* and promotions.

"They have a reason to go online, and they're right on your \*Web\* \*site\*," Grant said.

The prospect of digital receipts is extremely appealing to Brian Hume,

.. president of Martec International Inc., a retail consultancy in Atlanta.  
Hume, who...

21/K/6 (Item 6 from file: 15)  
DIALOG(R)File 15:(c) 2002 ProQuest Info&Learning. All rts. reserv.

01874670 05-25662

\*\*USE FORMAT 9 FOR FULL TEXT\*\*

**Credit cards become virtual with eCharge** WORD COUNT: 524 LENGTH: 2  
Pages

Aug 16, 1999

COMPANY NAMES:

eCharge Corp

GEOGRAPHIC NAMES: US

DESCRIPTORS: Service introduction; Payment systems; Electronic commerce;  
Bank credit cards; Pricing policies

CLASSIFICATION CODES: 9190 (CN=United States); 9120 (CN=Product specific);  
8120 (CN=Retail banking); 5250 (CN=Telecommunications systems); 7000  
(CN=Marketing)

ABSTRACT: Payment company eCharge this week will announce a completely  
\*Internet\*-based credit and payment system to facilitate \*purchasing\*  
between \*buyers\* and eCharge-enabled merchants. However, eCharge will  
offer merchants a \*discount\* from what they are charged by traditional  
credit cards such as Visa and MasterCard. ECharge will allow Internet users  
to sign up for an online...

21/K/7 (Item 7 from file: 15)  
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01391562 00-42549

**The scoop on coupons** LENGTH: 6 Pages

Mar 17, 1997

COMPANY NAMES:

Catalina Marketing Corp

News America FSI Inc

Actmedia Inc (DUNS:06-196-3567)

GEOGRAPHIC NAMES: US

DESCRIPTORS: Discount coupons; Advertising media; Trends; Manycompanies

CLASSIFICATION CODES: 9190 (CN=United States); 7200 (CN=Advertising)

...ABSTRACT: to offer consumers targeted coupons and information around  
their prescription orders. Catalina Marketing in June joined with 14  
California retailers to offer manufacturer and retail \*discounts\* in more  
than 1,700 stores via an \*Internet\* site called Supermarkets Online. The  
program ties in with the \*purchase\* history database on 20 million  
\*consumers\* Catalina has culled from various sources and offers customized  
promotions on the \*Internet\* that trigger the \*discount\* via the Catalina  
system at \*checkout\*.

21/K/8 (Item 8 from file: 15)  
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01231320 98-80715

\*\*USE FORMAT 9 FOR FULL TEXT\*\*

**Fujitsu, Hitachi offer portables as vanguard into U.S. market**

WORD COUNT: 614 LENGTH: 1 Pages

Jun 17, 1996

COMPANY NAMES:

Fujitsu PC Corp

Hitachi PC Corp

GEOGRAPHIC NAMES: US

DESCRIPTORS: Personal computers; Market entry; Brand preferences; Imports  
CLASSIFICATION CODES: 8651 (CN=Computer industry); 7000 (CN=Marketing);  
1300 (CN=International trade & foreign investment); 9179 (CN=Asia & the  
Pacific)

...TEXT: by Fujitsu's hometown Tokyo rival and large systems vendor Hitachi  
Ltd., which earlier this year launched its U.S. PC business. (See Hitachi  
puts \*LAN\*, modem, Netscape on notebooks," May 13, page 34.)

As they try to appeal to corporate \*buyers\*, the \*vendors\*' \*new\* stateside  
\*subsidiaries\* have in their favor the backing of their huge vertically  
integrated parent companies, which produce many key PC components, such as  
memory chips and active...

21/K/9 (Item 9 from file: 15)  
DIALOG(R)File 15:(c) 2002 ProQuest Info&Learning. All rts. reserv.

00435062 89-06849  
**Learning to Cope Without IBM Service** LENGTH: 7 Pages  
Dec 1988  
COMPANY NAMES:  
IBM Corp (DUNS:00-136-8083 TICKER:IBM)

DESCRIPTORS: Third party; Maintenance; Computer service industry; Customer  
services; Computer service centers; Manycompanies  
CLASSIFICATION CODES: 8302 (CN=Software and computer services); 8651  
(CN=Computer industry)

...ABSTRACT: TPM) firms are beginning to make an impact on IBM Corp.'s  
enormous support business. In response, IBM is providing support for  
multivendor environments and \*networks\* through the Technical Service  
Management and the Telecommunications Services \*Network\* Support programs.  
IBM is also providing various \*discount\* \*contracts\* for qualified  
\*customers\*. Some TPM vendors offer services that IBM does not, like  
preventive maintenance, disaster recovery, problem determination in a  
multivendor environment, and more flexible pricing for...

21/K/10 (Item 1 from file: 16)  
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08422145 Supplier Number: 71684809 (USE FORMAT 7 FOR FULLTEXT)  
**DCX sells 2 new minivans incentive-free; Maker hopes Internet pricing  
strategy pays off. (Daimler-Chrysler Town & Country and Dodge Grand  
Caravan to be promoted on the Internet) (Brief Article)**  
March 12, 2001  
Word Count: 801  
PUBLISHER NAME: Crain Communications, Inc.  
COMPANY NAMES: \*Chrysler Corp.; DaimlerChrysler Corp.; Dodge Div.  
EVENT NAMES: \*240 (Marketing procedures)  
GEOGRAPHIC NAMES: \*1USA (United States)  
PRODUCT NAMES: \*3711237 (Vans); 3711100 (Automobiles)  
INDUSTRY NAMES: AUTO (Automotive); BUSN (Any type of business)  
SIC CODES: 3711 (Motor vehicles and car bodies)  
NAICS CODES: 336112 (Light Truck and Utility Vehicle Manufacturing);  
336111 (Automobile Manufacturing)  
TRADE NAMES: Chrysler Town and Country (Van); Dodge Caravan (Van)  
SPECIAL FEATURES: COMPANY  
ADVERTISING CODES: 52 Advertising Activity; 25 New Electronic Marketing  
; 59 Channels of Distribution

... of this year. (See story, Page 3.) So the group is trying creative  
ways to protect one of the company's crown jewels.

But some \*dealers\* doubt the \*new\* \*Internet\* pricing strategy will  
work. Many \*customers\* won't \*buy\* without a \*rebate\* \*check\*.

Some dealers also are questioning Chrysler's advertising strategy for the new models, EX versions of the Chrysler Town & Country and Dodge Grand Caravan. To...

21/K/11 (Item 2 from file: 16)  
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07884511 Supplier Number: 65835149 (USE FORMAT 7 FOR FULLTEXT)  
**MSN and eMachines Unveil Low-Cost MSN Companion.**  
Oct 9, 2000  
Word Count: 1452  
PUBLISHER NAME: PR Newswire Association, Inc.  
COMPANY NAMES: \*emachines Inc.  
PRODUCT NAMES: \*3573100 (Computers)  
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)  
SIC CODES: 3571 (Electronic computers)  
NAICS CODES: 334111 (Electronic Computer Manufacturing)  
SPECIAL FEATURES: COMPANY

... Inc., Micro Center, and Cyberian Outpost Inc. With the purchase of the \$349 (suggested retail price) MSN Companion by eMachines and a total in-store \*transaction\* of \$400, \*consumers\* may be eligible for a \$400 mail-in \*rebate\*\* when they subscribe to MSN \*Internet\* Access for a three-year term at \$21.95 a month. eMachines is also offering matching 15- and 17-inch monitors, priced separately, which provide...

21/K/12 (Item 3 from file: 16)  
DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

07859842 Supplier Number: 65486457 (USE FORMAT 7 FOR FULLTEXT)  
**FLORIDA BANK REWARDS VISA CHECK CARD HOLDERS.(Brief Article)**  
Sept 14, 2000  
Word Count: 103  
PUBLISHER NAME: Faulkner & Gray, Inc.  
COMPANY NAMES: \*Visa U.S.A. Inc.; BankAtlantic Bancorp Inc.  
EVENT NAMES: \*366 (Services introduction); 240 (Marketing procedures)  
GEOGRAPHIC NAMES: \*1USA (United States)  
PRODUCT NAMES: \*6140000 (Consumer Finance Institutions); 6020000 (Commercial Banks)  
INDUSTRY NAMES: BUSN (Any type of business); TRAN (Transportation, Distribution and Purchasing)  
SIC CODES: 6141 (Personal credit institutions); 6020 (Commercial Banks)  
NAICS CODES: 522291 (Consumer Lending); 52211 (Commercial Banking)  
TICKER SYMBOLS: BBX  
SPECIAL FEATURES: INDUSTRY; COMPANY

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...are automatically enrolled in a rewards program to encourage signature-based debit card use. Some 95,000 Bank Atlantic debit card holders will receive a \*bonus\* point for every \$3 spent using the offline debit function on the \*check\* card at participating brick and mortar and \*Internet\*-based merchants. The 130 participating \*Internet\* \*merchants\* will provide \*additional\* \*bonus\* points for every \*purchase\* made, according to bank officials. \*Customers\* can use the points for \*purchases\* with participating merchants. Local merchants are scheduled to begin participating in the rewards program Oct. 1, a spokesperson tells CardFax.

21/K/13 (Item 4 from file: 16)  
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07820259 Supplier Number: 65294749 (USE FORMAT 7 FOR FULLTEXT)  
**Catalina Marketing and Fuel Marketing Solutions Sign Settlement Agreement In Patent Infringement Suit.**



Sept 19, 2000

Word Count: 528

PUBLISHER NAME: PR Newswire Association, Inc.

COMPANY NAMES: \*Catalina Marketing Corp.; Fuel

EVENT NAMES: \*380 (Strategic alliances)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*7318000 (Sales Promotion Services)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 7319 (Advertising, not elsewhere classified)

NAICS CODES: 5418 (Advertising and Related Services)

TICKER SYMBOLS: POS

SPECIAL FEATURES: LOB; COMPANY

... in-store, using incentives, loyalty programs, sampling and advertising messages; at-home, through direct mailings; and online.

Based in Dallas, Texas, Fuel Marketing Solutions, Inc. (\*www\*.Fuelrewards.com) markets its Fuel Rewards program to \*retailers\* across the \*United\* States. Fuel Rewards is an innovative co-marketing point-of-sale program that offers \*shoppers\* free gas for \*purchasing\* participating brands. The program increases brand \*awareness\*, and both the manufacturer and store sales increase through rewarding the consumer rather than \*discounting\* the product. Fuel Rewards currently operates in over 300 stores.

Certain statements in the preceding paragraphs are forward-looking, and actual results may differ materially...

**21/K/14 (Item 5 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

07521166 Supplier Number: 63041121 (USE FORMAT 7 FOR FULLTEXT)

**Small Banks Cast Themselves as Web Portals.(Brief Article)**

June 29, 2000

Word Count: 1061

PUBLISHER NAME: American Banker-Bond Buyer

COMPANY NAMES: \*People's Bank

EVENT NAMES: \*360 (Services information)

GEOGRAPHIC NAMES: \*1U3OH (Ohio)

PRODUCT NAMES: \*4811523 (Home Banking Service); 6020006 (Bank Computer Services)

INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business)

SIC CODES: 6099 (Functions related to deposit banking)

NAICS CODES: 514199 (All Other Information Services); 52211 (Commercial Banking)

TICKER SYMBOLS: PBCT

SPECIAL FEATURES: COMPANY

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Not many banks offer a \*Web\* \*site\* that lets depositors browse stock quotes and scan sports scores before balancing their \*checking\* accounts. Peoples Bank does. The \*subsidiary\* of \$1 billion-asset Peoples Bancorp in Marietta, Ohio, retooled its \*Web\* \*site\* earlier this year, with the aim of convincing depositors and other area residents to make Peoples Bank's site their Internet start page, or portal...

**21/K/15 (Item 6 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

07472274 Supplier Number: 62524379 (USE FORMAT 7 FOR FULLTEXT)

**You've Got Money!**

June, 2000

Word Count: 1960

PUBLISHER NAME: American Banker-Bond Buyer

COMPANY NAMES: \*PayPal.com; Billpoint Inc.

.. EVENT NAMES: \*360 (Services information); 600 (Market information - general)  
GEOGRAPHIC NAMES: \*1USA (United States)  
PRODUCT NAMES: \*6005000 (Electronic Banking Svcs); 6058000 (Money Order Companies)  
INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business); CMPT (Computers and Office Automation)  
SIC CODES: 6099 (Functions related to deposit banking)  
NAICS CODES: 52211 (Commercial Banking); 52239 (Other Activities Related to Credit Intermediation)  
SPECIAL FEATURES: LOB; COMPANY

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...into the business arena, it would be for enterprises like a greeting card company, which could enable customers to send money in ecards, or a \*rebate\* processor, which could send e-\*rebates\* to customers instead of paper \*checks\*. The bank plans to offer the service to other \*Web\* \*sites\*, including to other banks to re-brand as their own. GartnerGroup's Litan notes that the new payment method represents potential competition for electronic billing...

**21/K/16 (Item 7 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

07275852 Supplier Number: 61757972 (USE FORMAT 7 FOR FULLTEXT)

**Acadia Realty and Eversave.Com Form Strategic Alliance.**

April 27, 2000

Word Count: 705

PUBLISHER NAME: PR Newswire Association, Inc.

COMPANY NAMES: \*Acadia Realty Trust; Eversave.com

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*6725000 (Real Estate Investment Trusts)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 6798 (Real estate investment trusts)

NAICS CODES: 52593 (Real Estate Investment Trusts)

TICKER SYMBOLS: AKR

SPECIAL FEATURES: LOB; COMPANY

... and Eversave.com announced today that they have entered into a strategic alliance bringing Acadia's 53 shopping centers on-line through Eversave.com's \*website\*. Eversave.com is one of the fastest growing \*Internet\* companies focused on connecting \*shopping\* center owners, traditional retailers and \*consumers\*. Local consumers can go on-line and find out about \*sales\* and other \*special\* events at Acadia's centers as well as \*check\* up on the availability of specialty items. Furthermore, Eversave.com's \*coupons\* can be printed at home and used with local \*merchants\* for \*additional\* savings.

"We are very excited about our alliance with Eversave.com and look forward to a long and prosperous relationship," said Kenneth F. Bernstein, Acadia...

**21/K/17 (Item 8 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

07264579 Supplier Number: 61709690 (USE FORMAT 7 FOR FULLTEXT)

**Wireless, Location-Based Shopping Portal Being Tested in New York City and San Francisco by GeePS.com, Inc.**

April 3, 2000

Word Count: 742

PUBLISHER NAME: PR Newswire Association, Inc.

COMPANY NAMES: \*GeePS

PRODUCT NAMES: \*3661120 (Private Branch Exchanges)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 3661 (Telephone and telegraph apparatus)

NAICS CODES: 33421 (Telephone Apparatus Manufacturing)  
SPECIAL FEATURES: COMPANY

... enter the store. After choosing the jeans that fit you, you show the cashier the coupon displayed on your screen. You got a bargain and \*retailer\* \*acquired\* a \*new\* \*customer\*."

About GeePS.com, Inc.

Based in Cranbury, NJ, GeePS.com, Inc. (\*www\*.geeps.com) is a pioneer in location-based online wireless technologies. GeePS was founded in 1999 by computer software and wireless-technology professionals seeking to...

21/K/18 (Item 9 from file: 16)

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

06756520 Supplier Number: 56748535 (USE FORMAT 7 FOR FULLTEXT)

**Collective Force; A new breed of savvy consumer is emerging, stripping manufacturers of the upper hand in the buying-selling relationship. Spurred by developments on the Internet which enable customers to exercise collective bargaining power, and a Government scourge on overpricing, consumers are forcing marketers to do what they have promised all along to do- listen to them.**

Oct 21, 1999

Word Count: 1464

PUBLISHER NAME: Centaur Publishing Ltd.

EVENT NAMES: \*240 (Marketing procedures); 743 (Consumer prices); 940 (Government regulation (cont))

GEOGRAPHIC NAMES: \*4EUUK (United Kingdom)

PRODUCT NAMES: \*3990000 (Manufacturing Misc); E442000 (Consumer Prices); 9108630 (Consumer Protection Laws)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business); INTL (Business, International)

NAICS CODES: 33999 (All Other Miscellaneous Manufacturing); 92615 (Regulation, Licensing, and Inspection of Miscellaneous Commercial Sectors)

SPECIAL FEATURES: INDUSTRY  
(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...this new feeling of consumer power and sports a logo featuring fistfuls of cash with the catchline "Buying power to the people". Co-founder of \*Internet\* service provider Netscape, Marc Andreessen is a backer of Accompany, which negotiates \*discounts\* with US companies and invites \*buyers\* to pool their \*purchasing\* power online. New start-ups such as Adabra and Justbuyit will bring similar ventures to the UK. As if that wasn't enough for manufacturers...

21/K/19 (Item 10 from file: 16)

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

06493931 Supplier Number: 55181806 (USE FORMAT 7 FOR FULLTEXT)

**Be Free, Inc. Introduces BFAST 4.0.**

July 19, 1999

Word Count: 866

PUBLISHER NAME: Business Wire

COMPANY NAMES: \*Free Inc.

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SPECIAL FEATURES: COMPANY

... and ensures that when they do communicate via e-mail, the experience is meaningful and on target.

First-time Customer Bonus

BFAST 4.0 includes \*new\* functionality that lets \*merchants\* \*identify\* first-time \*customers\* who \*purchase\* through affiliate \*web\* \*sites\*. This allows \*merchants\* to reward \*affiliates\* for first-time customers with a bounty or a percentage of the total sale. Now new merchants and affiliates are able to track this bonus...

21/K/20 (Item 11 from file: 16)

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

06055331 Supplier Number: 54141405 (USE FORMAT 7 FOR FULLTEXT)

**TECHNO PROMO.**

August, 1998

Word Count: 1066

PUBLISHER NAME: Cowles-SIMBA Information

EVENT NAMES: \*290 (Public affairs)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*2400000 (Wood & Wood Products)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

SIC CODES: 2400 (LUMBER AND WOOD PRODUCTS)

NAICS CODES: 321 (Wood Product Manufacturing)

SPECIAL FEATURES: INDUSTRY

ADVERTISING CODES: 52 Advertising Activity

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

...do better. It has everything to do with targeting. Data mining allows us to do customer-specific direct marketing - essentially a different mailer for each \*shopper\*." Catalina, which succeeded in adding an electronic component to \*coupons\* with its \*Checkout\* \*Coupon\* system, is making steady progress in its mission to harness every marketing guru's ballyhooed medium of the future - the \*Internet\*. While \*couponing\*'s progress on the Web has been slow due to the security problems inherent in people printing out their own coupons, Catalina is making headway...

...bar code embedded with all the offers. When they make prescribed purchases on their next shopping trip, the scanned bar code from the page triggers \*coupons\* to be issued from \*Checkout\* \*Coupon\* printers. While Catalina's \*Internet\* \*coupon\* lacks the high-tech marketing attribute of immediacy (you can't redeem the \*coupon\* until after you shop), Supermarkets Online does exploit the unique marketing proposition of the \*Internet\*. "The difference between a traditional promotion and an Internet promotion is that, with a regular coupon, you get trial. With an Internet coupon promotion, you...

21/K/21 (Item 12 from file: 16)

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

06047302 Supplier Number: 53603387 (USE FORMAT 7 FOR FULLTEXT)

**Global expansion plans at Discover.**

Dec 18, 1998

Word Count: 1649

PUBLISHER NAME: Lafferty Publications Ltd.

COMPANY NAMES: \*Discover Financial Services Inc.

EVENT NAMES: \*220 (Strategy & planning)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*6020008 (Bank Credit Cards)

INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type  
of business); INTL (Business, International)

NAICS CODES: 52211 (Commercial Banking)

SPECIAL FEATURES: COMPANY

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

...products and services. For example, Morgan Stanley has begun marketing Discover Brokerage Direct, which offers cashback incentives to Discover cardholders who open brokerage accounts; the \*Discover\* Loan Center, which cross-sells mortgages and consumer loans; and Discover Connection, an online service which offers reduced rates and other special offers to Discover cardholders while cross-selling Morgan Stanley products. Discover

.. also has moved to online bill payments and \*transaction\* records. \*Customers\* can see a year's worth of records and can sort them by month, size or product category. The site also features \*special\* \*offers\* for \*Discover\* cardholders and allows instant balance retrieval. \*Discover\* was among the first issuers to offer cash \*rebates\* for Internet purchases, through its Internet shopping link, \*Discover\* ShopCenter. Benefits range from 15 percent off purchases to a \$50 cash \*bonus\*. "\*New\* \*merchants\* and offers will continually be added to \*Discover\* ShopCenter," said Joe Bonefas, vice-president of technology products, \*Discover\* Financial Services. "In research we conducted earlier this year, cardmembers told us that \*discounts\* are important to them. \*Discover\* ShopCenter responds to their requests, and brings added value to our relationship with them." \*Discover\* has also taken a more aggressive stance on affinity programmes, spinning off a separate unit devoted to providing one-on-one contacts with affinity partners...

**21/K/22 (Item 13 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

06037013 Supplier Number: 53493568 (USE FORMAT 7 FOR FULLTEXT)

**Current Trends and Issues in the Retail Sector.**

Oct, 1998

Word Count: 1781

PUBLISHER NAME: Securities Data Publishing, Inc.

EVENT NAMES: \*270 (Retail & services management)

GEOGRAPHIC NAMES: \*4EUUK (United Kingdom)

PRODUCT NAMES: \*5200110 (Retail Stores)

INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business); INTL (Business, International)

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

...that has yet to evolve into maturity. The new channels do, however, also represent a threat to the store-based retailer. Retailers without any store \*network\* (as opposed to traditional \*retailers\* looking to add \*new\* delivery mechanisms to their existing store portfolio) will have a substantially lower cost base. Where public \*awareness\* can be drawn to a new channel and (some of) the cost benefits passed on, the cost benefit will allow retailers that rely solely on...

**21/K/23 (Item 14 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

05185677 Supplier Number: 47913140

**Surf music.**

August 16, 1997

PUBLISHER NAME: Economist Newspaper Ltd.

COMPANY NAMES: \*CDNet; Sony Music

EVENT NAMES: \*600 (Market information - general); 604 (Market share); 240 (Marketing procedures); 360 (Services information); 610 (Contracts & orders received)

GEOGRAPHIC NAMES: \*00WOR (World); 1USA (United States)

PRODUCT NAMES: \*4811500 (Specialized Telecommunication Services);

5960000 (Nonstore Retailers); 5735000 (Record Stores); 3652000 (Records & Tapes); 2730000 (Book Printing & Publishing); 5942000 (Book Stores); 5733000 (Music Stores)

INDUSTRY NAMES: BUSN (Any type of business); INTL (Business, International)

NAICS CODES: 51331 (Wired Telecommunications Carriers); 454 (Nonstore Retailers); 45122 (Prerecorded Tape, Compact Disc, and Record Stores); 51222 (Integrated Record Production/Distribution); 51113 (Book Publishers); 451211 (Book Stores); 45114 (Musical Instrument and Supplies Stores)

SPECIAL FEATURES: LOB; INDUSTRY; COMPANY

ADVERTISING CODES: 24 Direct Marketing; 25 New Electronic Marketing; 33

Consumer Attitudes; 55    Company Planning/Goals; 57    New  
Products/Services; 59    Channels of Distribution; 66    New Media

ABSTRACT:

...One-third of the music sold online in 1996 was sold by CDNow, which sells only over the 'Net. Tower Records, in the No 2 \*spot\*, has a \*Web\* \*site\* and had a 14% share of the online market in 1996. Camelot Music, \*another\* big music \*retailer\*, also has a site. Sony Music is now the largest record label to offer music online. With its online selling it will bypass its retailing...

**21/K/24            (Item 15 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

04410939    Supplier Number: 46471316    (USE FORMAT 7 FOR FULLTEXT)

**Fujitsu, Hitachi offer portables as vanguard into U.S. market**

June 17, 1996

Word Count:    618

PUBLISHER NAME: InfoWorld Publishing Company

COMPANY NAMES:    \*Fujitsu PC; Hitachi PC Corp.

EVENT NAMES:    \*220    (Strategy & planning)

GEOGRAPHIC NAMES:    \*9JAPA    (Japan)

PRODUCT NAMES:    \*3573120    (Microcomputers)

INDUSTRY NAMES:    BUSN    (Any type of business); CMPT    (Computers and Office Automation)

NAICS CODES:    334111    (Electronic Computer Manufacturing)

SPECIAL FEATURES:    COMPANY

...    by Fujitsu's hometown Tokyo rival and large systems vendor Hitachi Ltd., which earlier this year launched its U.S. PC business. (See Hitachi puts \*LAN\*, modem, Netscape on notebooks," May 13, page 34.)

As they try to appeal to corporate \*buyers\*, the \*vendors\*' \*new\* stateside \*subsidiaries\* have in their favor the backing of their huge vertically integrated parent companies, which produce many key PC components, such as memory chips and active...

**21/K/25            (Item 16 from file: 16)**

DIALOG(R)File 16:(c) 2002 The Gale Group. All rts. reserv.

03096841    Supplier Number: 44219941    (USE FORMAT 7 FOR FULLTEXT)

**Area purchasing alliance imperiled by Clinton plan**

Nov 8, 1993

Word Count:    817

PUBLISHER NAME: Crain Communications, Inc.

COMPANY NAMES:    \*South Central Michigan Health

EVENT NAMES:    \*970    (Government domestic functions)

GEOGRAPHIC NAMES:    \*1U3MI    (Michigan)

PRODUCT NAMES:    \*8000100    (Health Care)

INDUSTRY NAMES:    BUSN    (Any type of business); REG    (Business, Regional)

NAICS CODES:    62    (Health Care and Social Assistance)

SPECIAL FEATURES:    COMPANY

...    before hospitalization, she said. 'So we had to work with providers.'

Collaborating with the Huron Valley Physicians, the alliance worked out a preferred-provider organization \*network\*, using a fixed fee-for-service \*discount\* arrangement. The alliance emphasized utilization management to strictly \*monitor\* provider charges and \*consumer\* use of services. The alliance \*agreed\* to give doctors the leeway to make medical decisions without \*third\*-\*party\* interference.

'The providers didn't want to be second-guessed,' Schneider said. 'They developed standards of good medical practice and enforce them.'

Meeyung Schmitter, executive...

21/K/26 (Item 17 from file: 16)

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02782559 Supplier Number: 43733268 (USE FORMAT 7 FOR FULLTEXT)

**MCI AND SUN'S SUNCONNECT JOIN FORCES TO EXTEND SUNNET MANAGER IN WIDE AREA NETWORK MANAGEMENT**

March 26, 1993

Word Count: 252

PUBLISHER NAME: ComputerWire, Inc.

COMPANY NAMES: \*MCI Communications Corp.; SunConnect

EVENT NAMES: \*380 (Strategic alliances)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*7372620 (Network Software)

INDUSTRY NAMES: CMPT (Computers and Office Automation); INTL (Business, International)

NAICS CODES: 51121 (Software Publishers)

TICKER SYMBOLS: MCIC

SPECIAL FEATURES: COMPANY

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...level of control over their internetworks to which they have become accustomed. SunNet Manager includes a set of applications for automated fault isolation, diagnosis and \*network\* \*monitoring\* and control. A range of \*third\* \*party\* applications is also available, providing analysis capabilities and visual displays.

21/K/27 (Item 1 from file: 160)

DIALOG(R)File 160:(c) 1999 The Gale Group. All rts. reserv.

01206528

**Campaigns Midwest: Sweeping offer.**

May 27, 1985

...Consumers must submit a picture of their finished paint job to Dutch Boy. The contest, which runs through 8/15/85, will be promoted through \*network\* and local \*spot\* TV, co-op radio and newspaper. The TV \*spot\* offers 2 versions, a 30- second and a 25- plus 5- \*second\* \*spot\* for a \*dealer\* tag. ...

21/K/28 (Item 2 from file: 160)

DIALOG(R)File 160:(c) 1999 The Gale Group. All rts. reserv.

01024108

**MasterCard Plans Point-of-Sale Product For Merchants Leery of Bank Cards.**

April 6, 1984

... for the new service to be used on banks' proprietary debit cards, said FA Schultheis, VP of marketing. The service, still unnamed, will not be \*identifiable\* as a MasterCard to avoid comparisons with traditional bank products. The bank card organization will provide data processing support and the \*new\* service will charge \*merchants\* a flat transaction fee instead of the usual \*discount\* fee. In a direct-debit, point-of-sale system, \*consumers\* pay for \*purchases\* at store \*checkout\* counters with debit cards and the electronic \*network\* automatically makes the appropriate debits and credits. Point-of-sale systems require the participation of most of the financial institutions in a market area in...

21/K/29 (Item 1 from file: 148)

DIALOG(R)File 148:(c) 2002 The Gale Group. All rts. reserv.

13390933 SUPPLIER NUMBER: 62385116 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Acadia Realty and Eversave form strategic retail partnership. (Acadia Realty Trust, Eversave.com) (Brief Article)**

May 3, 2000

WORD COUNT: 477 LINE COUNT: 00044

COMPANY NAMES: Acadia Realty Trust--Contracts; Eversave.com--Contracts  
INDUSTRY CODES/NAMES: BUSN Any type of business; REAL Real Estate  
DESCRIPTORS: Online services--Contracts; Real estate industry--Contracts;  
Investment companies--Contracts  
GEOGRAPHIC CODES/NAMES: 1USA United States  
PRODUCT/INDUSTRY NAMES: 6725000 (Real Estate Investment Trusts); 4811520  
(Online Services)  
SIC CODES: 6798 Real estate investment trusts; 4822 Telegraph & other  
communications  
NAICS CODES: 52593 Real Estate Investment Trusts; 514191 On-Line  
Information Services  
TICKER SYMBOLS: AKR  
FILE SEGMENT: TI File 148

TEXT:

...and Eversave.com announced today that they have entered into a strategic alliance, bringing Acadia's 53 shopping centers on-line through Eversave.com's \*website\*. Eversave.com is a fast growing \*Internet\* company focused on connecting \*shopping\* center owners, traditional retailers and \*consumers\*. Local consumers can go online and find out about \*sales\* and other \*special\* events at Acadia's centers as well as \*check\* up on the availability of specialty items. Furthermore, Eversave.com's \*coupons\* can be printed at home and used with local \*merchants\* for \*additional\* savings.

21/K/30 (Item 2 from file: 148)

DIALOG(R) File 148: (c)2002 The Gale Group. All rts. reserv.

07531259 SUPPLIER NUMBER: 15738467 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Banks taking a fresh look at acquiring side. (banks see profit opportunities in merchant side of credit card processing businesses)**

Sept 23, 1994

WORD COUNT: 1857 LINE COUNT: 00149

SPECIAL FEATURES: illustration; table; graph  
INDUSTRY CODES/NAMES: BANK Banking, Finance and Accounting  
DESCRIPTORS: Credit cards--Services; Banking industry--Management  
PRODUCT/INDUSTRY NAMES: 6020000 (Commercial Banks); 6020008 (Bank Credit Cards)  
SIC CODES: 6020 Commercial Banks  
FILE SEGMENT: TI File 148

... City, Calif., said the acquiring industry's goal should be "to deliver multiple products through a fixed infrastructure ."

He sees potentially lucrative opportunities to sell \*merchants\* on \*additional\* uses for existing point of sale \*networks\*, including health care payments, electronic benefits transfers, \*check\* authorizations, electronic \*coupons\*, loyalty or frequent-\*shopper\* schemes, and perhaps most basic of all, time-and-attendance logging for store employees.

"Multiple-product solutions can increase your market penetration and income while...

21/K/31 (Item 3 from file: 148)

DIALOG(R) File 148: (c)2002 The Gale Group. All rts. reserv.

06514513 SUPPLIER NUMBER: 13860269 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**At deadline. (includes multiple briefs on advertising contracts and strategies)**

May 17, 1993

WORD COUNT: 937 LINE COUNT: 00075

COMPANY NAMES: MarketSource Corp.--Contracts; Luby's Cafeterias Inc.--



Advertising; CPM Inc. (Chicago, Illinois)--Contracts; Mr. Coffee Inc.--  
Advertising; Bohbot Communications Inc.--Officials and employees; Conde  
Nast Publications Inc.--Officials and employees; Prime Ventures Inc.--  
Planning; Arbitron Co.--Officials and employees  
INDUSTRY CODES/NAMES: ADV Advertising, Marketing and Public Relations  
DESCRIPTORS: Sports Illustrated (Periodical)--Advertising; Magazine  
advertising--Statistics; Cable television broadcasting industry--  
Officials and employees; Advertising agencies--Contracts  
NAMED PERSONS: Rovtar, Christopher--Selection, appointment, resignation,  
etc.; Leventhal, Kathy Neisloss--Selection, appointment, resignation,  
etc.; Wollenberg, Ken--Selection, appointment, resignation, etc.  
SIC CODES: 4841 Cable and other pay TV services; 7311 Advertising  
agencies; 5812 Eating places; 7319 Advertising, not elsewhere  
classified; 8741 Management services; 3634 Electric housewares and fans  
; 2621 Paper mills; 7812 Motion picture & video production; 2721  
Periodicals; 8732 Commercial nonphysical research; 2000 FOOD AND  
KINDRED PRODUCTS  
FILE SEGMENT: TI File 148

... Post was eliminated to reduce a layer of management and because one  
person could not effectively oversee the company.

\* NEW YORK -Broadcast Data Systems, a \*spot\* verification systems for  
TV and radio and a \*subsidiary\* of MediaWeek parent BPI Communications,  
mill now be available through AdValue \*Network\*, a nationwide computer  
system linking media \*buyers\* and \*sellers\*.

\* \*NEW\* YORK - NBC announced its fall primetime schedule late last  
week. New programs in the lineup by night are: Monday: unchanged. Tuesday:  
Saved By the Bell...

?

# NEWS

File 473:FINANCIAL TIMES ABSTRACTS 1998-2001/APR 02

(c) 2001 THE NEW YORK TIMES

File 474:New York Times Abs 1969-2002/Jan 31

(c) 2002 The New York Times

File 475:Wall Street Journal Abs 1973-2002/Feb 04

(c) 2002 The New York Times

Set	Items	Description
S1	68379	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	20891	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	586	1 (S) S2
S4	622	S1 (S) S2
S5	679	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	679	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S7	4440	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
S8	79087	5 OR S6
S9	679	S5 OR S6
S10	12	S4 (S) S8
S11	1880	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S12	12	S10 (S) S8
S13	12	RD (unique items)
S14	956	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S15	12	S1 (S) S10 (S) S13
S16	12	RD (unique items)
S17	76550	15 NOT PY =1999-2002
S18	12	S15 NOT PY=1999-2002
S19	12	S10 (S) S13
S20	12	RD (unique items)
S21	12	S19 NOT PY=1999-2002

← SCANNED ALL ABS

21/K/1 (Item 1 from file: 474)

DIALOG(R)File 474:(c) 2002 The New York Times. All rts. reserv.

07834608 NYT Sequence Number: 373230001125

**EITHER ONLINE OR IN LINE, TIME TO SHOP**

Saturday November 25 2000

SPECIAL FEATURES: Photo

DESCRIPTORS: Retail Stores and Trade; Computers and the Internet;  
Bankruptcies; Holiday Trade

PERSONAL NAMES: Kaufman, Leslie

ABSTRACT:

Holiday shopping season begins; analysts are divided about outlook for sales growth, with forecasts ranging from weak 2.\*5\* percent to strong 8 percent; \*shoppers\* crowd stores, lured by early steep price cuts; \*Internet\* sales are expected to take bigger piece of total sales this holiday season, but failures among high-profile dot-coms weakens psychological threat posed by...

21/K/2 (Item 2 from file: 474)

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07718596 NYT Sequence Number: 007030991018

**WORTH STRIVES TO BE INTERNET-ORIENTED**

Monday October 18 1999

COMPANY NAMES: Capital Publishing; worth media; dawntreader (co); Worth (Magazine)

DESCRIPTORS: Names, Organizational; Retail Stores and Trade; Suspensions, Dismissals and Resignations; Computers and the Internet

PERSONAL NAMES: Kuczynski, Alex; Jones, W Randall; Armstrong, Joe

ABSTRACT:

W Randall Jones, whose company publishes Worth magazine, says firm changes name from Capital Publishing to Worth Media; plans to build \*Internet\* portal for rich \*shoppers\* with aid of \$\*5\* million investment from Dawntreader; Joe Armstrong resigns as Capital's group publisher (S)

21/K/3 (Item 3 from file: 474)

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07679158 NYT Sequence Number: 191795990413

**ON-LINE AUCTIONS: LET'S MAKE A DEAL WITHOUT THE HAGGLE**

Tuesday April 13 1999

SPECIAL FEATURES: Photo

COMPANY NAMES: Ebay

DESCRIPTORS: Auctions; Computers and the Internet; Retail Stores and Trade; Marketing and Merchandising; Auctions

PERSONAL NAMES: Harmon, Amy; Kaufman, Leslie

ABSTRACT:

\*Internet\* auctions have captivated nation's bargain hunters and spawned market for nostalgia in just matter of months; World Wide Web is suddenly teeming with \*buyers\* and sellers making own markets, while retailers continue spending furiously to draw more customers on line; most \*Internet\* transactions are person-to-person through third party auction houses that connect interested \*buyers\*; central bazaar is Ebay, San Jose, Calif, venture started in 1995, whose audience has suddenly swelled to 6.\*5\* million visitors each month and has market capitalization of \$23 billion; photos (M)

21/K/4 (Item 4 from file: 474)

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07617328 NYT Sequence Number: 128422980730

**INTERNET SHOPPING: A MIXED BAG**

Thursday July 30 1998

SPECIAL FEATURES: Photo

DESCRIPTORS: Computers and Information Systems; Retail Stores and Trade;  
Internet and World Wide Web; Computers and Information Systems

PERSONAL NAMES: kelly, tina

**ABSTRACT:**

Retail transactions via the \*Internet\* continue to grow, rising from \$707 million in 1996, to \$2.6 billion in 1997 and a projected \$\*5\*.8 billion in 1998; many \*shoppers\* welcome the convenience of \*Internet\* and the great breadth of products it offers; others find that on-line shopping can be more time-consuming, that products might not be as...

**21/K/5 (Item 5 from file: 474)**

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07582327 NYT Sequence Number: 351202980131

**WITH TECHNOLOGY, ISLAND BOOKIES SKIRT US LAW**

Saturday January 31 1998

SPECIAL FEATURES: Photo

DESCRIPTORS: Gambling; Casinos; Computers and Information Systems;  
Internet and World Wide Web; Athletics and Sports; Gambling

PERSONAL NAMES: Pulley, Brett

GEOGRAPHIC NAMES: Antigua; Caribbean Area

**ABSTRACT:**

...in Central America and West Indies, where they have created jobs for local residents; have rapidly built offshore sports book industry, often by use of \*Internet\*, that gaming analysts say takes 1 to \*5\* percent of \$100 billion that is legally bet on sports each year in US; of approximately 60 offshore sports books in operation throughout Caribbean and...

...taxes; critics of offshore gambling fear legitimizing of sports betting will undermine integrity of games and that on-line casinos may pose greater risk to \*consumers\* than sports \*books\* because it is too difficult to regulate or gauge fairness of interactive casino games; photo (M)

**21/K/6 (Item 6 from file: 474)**

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07566353 NYT Sequence Number: 578061971212

**WINSTAR SAYS IT IS BUYING GOODNET FROM TELESOFT**

Friday December 12 1997

COMPANY NAMES: Telesoft Corp; Winstar Communications Inc; Goodnet (Co)

DESCRIPTORS: Mergers, Acquisitions and Divestitures

**ABSTRACT:**

Winstar Communications Inc says it is \*buyer\* of Goodnet, an \*Internet\* access provider, from Telesoft Corp for \$22.\*5\* million (S)

**21/K/7 (Item 1 from file: 475)**

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08076867 NYT Sequence Number: 000000001009

**CLINCHING THE HOLIDAY E-SALE**

Monday October 9 2000

SPECIAL FEATURES: Drawing  
DESCRIPTORS: COMPUTERS AND THE INTERNET; RETAIL STORES AND TRADE; CONSUMER  
BEHAVIOR  
PERSONAL NAMES: REWICK, JENNIFER

ABSTRACT:

According to a 1999 survey by Boston Consulting and \*Shop\*.org, 65% of online \*shoppers\* bail out of \*purchases\* at the checkout point, while only 1.8% of visits to online retail sites result in \*purchases\*; these \*consumers\* represent a huge lost opportunity for \*Internet\* retailers, who are working on ways to clinch more sales this holiday season; sales on \*Web\* \*sites\* are expected to exceed \$11.\*5\* billion from September to December this year; drawing (L)

**21/K/8 (Item 2 from file: 475)**

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08018930 NYT Sequence Number: 000000990421

**TECHNOLOGY: AS CHEAP PRINTERS SCORE, H-P PLAYS CATCH-UP**  
Wednesday April 21 1999

COMPANY NAMES: HEWLETT-PACKARD CO  
DESCRIPTORS: COMPUTERS AND THE INTERNET; COMPUTER PRINTERS  
PERSONAL NAMES: KLEIN, ALEC

ABSTRACT:

Hewlett-Packard Co has belatedly entered the market for sub-\$100 computer printers; H-P's earlier research had shown that \*consumers\* who \*buy\* cheap printers \*buy\* few ink cartridges, the source of big profits; however, the \*Internet\* is fueling a surge in PC printing, driving explosive growth for basic printers and cartridges; ink-jet and laser machines costing less than \$500 now account for about \$\*5\* billion of the \$13 billion printer market (M)

**21/K/9 (Item 3 from file: 475)**

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08011246 NYT Sequence Number: 000000990211

**AN INTERNET STOCK JUMPS BUT ONE INVESTOR BUYS LOW**  
Thursday February 11 1999

SPECIAL FEATURES: Graph  
COMPANY NAMES: ONHEALTH NETWORK  
DESCRIPTORS: STOCKS AND BONDS  
PERSONAL NAMES: MCGOUGH, ROBERT; VAN WAGONER, GARRETT

ABSTRACT:

Heard on the Street column reports that mutual-fund manager Garrett Van Wagoner, who said in Jan 13 CNBC interview that OnHealth \*Network\* stock was worth \$50 a share 'right now', on day it opened at 8 1/4, neglected to mention his fund would be big \*buyer\* in Feb 1 private placement at \$\*5\*.50 a share; drawing, graph (M)

**21/K/10 (Item 4 from file: 475)**

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07700658 NYT Sequence Number: 000000960408

**NYNEX CORP: PURCHASE OF 5% STAKE MADE IN INTERNET SERVICE PROVIDER**  
Tuesday April 9 1996

COMPANY NAMES: Nynex Corp; Infoseek Corp  
DESCRIPTORS: Computers and Information Systems; Internet and World Wide  
Web; Mergers, Acquisitions and Divestitures

ABSTRACT:

Nynex Corp, relative newcomer to on-line market, says it will invest 'several million dollars' for \*5\*% of Infoseek, a service provider that lets \*users\* \*navigate\* the \*Internet\*; specific terms of equity investment are not disclosed (S)

21/K/11 (Item 5 from file: 475)

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05011137

**GTE DENIES CHARGES IN HOME SHOPPING'S \$1.5 BILLION LAWSUIT**

Monday September 28 1987

COMPANY NAMES: GTE CORP; HOME SHOPPING NETWORK INC

DESCRIPTORS: SUITS AND LITIGATION; TELEPHONES

ABSTRACT:

GTE Corp denies allegations contained in \$1.\*5\* billion lawsuit filed against company by Home Shopping \*Network\* Inc--that foulups in phone system built by GTE unit cost Home \*Shopping\* \*customers\* revenues (S)

21/K/12 (Item 6 from file: 475)

DIALOG(R)File 475:(c) 2002 The New York Times. All rts. reserv.

01087951 NYT Sequence Number: 006668770405

\*5\* consumer orgns petition FTC Bureau of Consumer Protection to investigate General Motors Chevrolet Division's ad claims that Chevrolet Vega model is rust-proof. Allege such claims are deceptive. Urge FTC to require series of remedial \*actions\*, including settlement of \*customer\* grievances through arbitration. Call for new FTC regulations to determine whether rust can be prevented by electro-plating process and whether certain auto mfrs are correct in claiming rust-proofing is impossible. Filing petitions are Dade County (Fla) consumer advocate Walter T Dartland, Canadian Automobile Protection Assn, Car Owners \*Action\* Council, \*Consumers\* Educ and Protection Assn, and Seattle \*Consumer\* \*Action\* \*Network\*. Petitions outlined (M).)

Tuesday April 5 1977

COMPANY NAMES: AUTOMOBILE PROTECTION ASSN (CANADA); CAR OWNERS ACTION COUNCIL; CHEVROLET DIVISION OF GENERAL MOTORS CORP; CONSUMERS EDUCATION AND PROTECTION ASSN (CEPA); CONSUMER PROTECTION, BUREAU OF; CONSUMER ACTION NETWORK, SEATTLE; GENERAL MOTORS CORP; TRADE COMMISSION, FEDERAL (FTC)

DESCRIPTORS: &DEC; ADVERTISING; AUTOMOBILES; AUTOMOBILE SAFETY FEATURES AND DEFECTS; CONSUMER PROTECTION; CORROSION; MISLEADING AND DECEPTIVE ADVERTISING

PERSONAL NAMES: DARTLAND, WALTER

GEOGRAPHIC NAMES: DADE COUNTY (FLA)

\*5\* consumer orgns petition FTC Bureau of Consumer Protection to investigate General Motors Chevrolet Division's ad claims that Chevrolet Vega model is rust-proof. Allege such claims are deceptive. Urge FTC to require series of remedial \*actions\*, including settlement of \*customer\* grievances through arbitration. Call for new FTC regulations to determine whether rust can be prevented by electro-plating process and whether certain auto mfrs are correct in claiming rust-proofing is impossible. Filing petitions are Dade County (Fla) consumer advocate Walter T Dartland, Canadian Automobile Protection Assn, Car Owners \*Action\* Council, \*Consumers\* Educ and Protection Assn, and Seattle \*Consumer\* \*Action\* \*Network\*. Petitions outlined (M).)

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S3	13042	*deleted* 1 (S) S2
S4	14753	S1 (S) S2
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S6	17009	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S7	1380437	5 OR S6
S8	23806	S5 OR S6
S9	326	S4 (S) S8
S10	1340	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	1340	S10 (S) S8
S12	1315	RD (unique items)
S13	15808	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S14	4	S1 (S) S10 (S) S13
S15	4	RD (unique items)
S16	395887	*deleted* 15 NOT PY =1999-2002
S17	4	S15 NOT PY=1999-2002
S18	14	S10 (S) S13
S19	14	RD (unique items)
S20	14	S19 NOT PY=1999-2002 ← scanned Abstract - No good -

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S3	13042	*deleted* 1 (S) S2
S4	14753	S1 (S) S2
S5	7582	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	17009	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
S7	1380437	5 OR S6
S8	23806	S5 OR S6
S9	326	S4 (S) S8
S10	1340	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	1340	S10 (S) S8
S12	1315	RD (unique items)
S13	15808	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S14	4	S1 (S) S10 (S) S13
S15	4	RD (unique items)
S16	395887	*deleted* 15 NOT PY =1999-2002
S17	4	S15 NOT PY=1999-2002 ← No good



17/K/1

(Item 1 from file: 583)

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09413351

Cutting list prices is key for web buyers

UK:ONLINE CAR BUYERS LOOK FOR REDUCED LIST PRICES

13 Nov 2000

COMPANY: AUTOHIT; VOLKSWAGON; FORD; MERCEDES-BENZ; BMW; AUDI

PRODUCT: Automotive Sales & Services (5500);

EVENT: Commodity & Service Prices (72); Marketing Procedures (24);

COUNTRY: United Kingdom (4UK);

It is proving to be very important for \*dealers\* to understand the \*new\* breed of customers that searches online for cars. Figures based on 22,000 enquiries on Autohit's Car Price Check site for customers looking for a new car show that the \*internet\* \*buyer\* favours different makes than the showroom customer. During October 2000 the most popular car was Volkswagen, followed by Ford and then Mercedes-Benz with BMW...

... is thought that this is probably due to the high retail prices of these German makes together with the greater socio-economic class of online \*shoppers\*. October figures also show the importance of \*discounted\* list prices to online customers. Following on from the UK manufacturers price cuts it appears that \*internet\* traders are offering more old specification or preregistered new cars than new cars for sale. It was suggested that one of the biggest problems for...

17/K/2

(Item 1 from file: 233)

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00492195 98BY04-014

**E-mail servers for the enterprise -- Next-generation e-mail servers add IMAP to SMTP for sophisticated communication within and without the organization**

19980401

Descriptors: Electronic Mail; Software Evaluation; Security; World Wide Web; Price

Identifiers: Eudora WorldMail 2.0; Lotus Domino 4.6; Microsoft Exchange Server; Novell GroupWise 5.2; Eudora; Lotus; Microsoft; Novell

Presents a \*buyers\*' guide to e-mail servers. Features information from four manufacturers including Lotus, Novell, Eudora, and Microsoft. Rates the four on OS support, security and control...

... Microsoft Server 3.01, Novell GroupWise 5.2, Eudora WorldMail 2.0, and Lotus Domino 4.6. Says whether you are shooting for a certain \*price\*, support, or \*special\* feature, one of these products is sure to meet your organization's e-mail needs. Adds with powerful servers now affordable, the user no longer has to trust their communications to a \*third\*-party \*Internet\* provider. Contains two sidebars and one \*screen\* display. (EB)

17/K/3

(Item 2 from file: 233)

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00483183 98LK01-008

**How to save money on software**

19980101

Descriptors: Software; Purchasing; Used Software; Shareware; Online Information; Consumer Information; Electronic Commerce

Identifiers: NetBuyer; Computer Shopper; Recycled Software; Software House International; Ace Software

PERSONAL COMPUTING column focuses on ways to obtain software for less than full price, noting that \*Web\* \*sites\* such as Computer \*Shopper\*'s NetBuyer automate the process of comparing prices of the same product from \*different\* \*vendors\*. Attention is given to Recycled Software (800), which buys used software for resale, virus-\*checks\* each program, and ensures that all disks are included. States that most of its programs can be registered or upgraded. Indicates that Software House (800...

... shareware titles and charges \$2.99 for each title, plus \$4 shipping and handling. Suggests that the fastest way to obtain shareware is through the \*Internet\*. Reports that Ace Software Express (800) offers \*discounts\* on Windows and Macintosh software to students, teachers, and - in some cases - seniors and nonprofit organizations. Attention is given to computer shows and to previewing...

17/K/4 (Item 3 from file: 233)  
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00339445 94PM02-025

Will the best DOS please stand up -- It comes down to your needs, but IBM and Novell may woo you away from the Microsoft mothership.

19940201

Descriptors: DOS; Vendor Guide; Software Review; Operating Systems; Utility Program; Memory; Backup

Identifiers: IBM PC DOS; MS-DOS; Novell DOS; IBM Corp.; Microsoft; Novell

Presents a \*buyer\*'s guide to three DOS operating systems for IBM PC compatibles: IBM PC DOS v6.1 (\$170) from IBM (800); Microsoft MS-DOS v6.2 ...

... 800); and Novell DOS v7 (\$99) from Novell (800). Comprehensively describes each in terms of installation and compatibility, memory management, disk compression, data recovery, and \*bonus\* features. Provides a table describing these programs' features regarding ease of installation, help, uninstall, disk compression, memory management, backup, undelete, performance, and price. Concludes that MS-DOS is fit for those users concerned with compatibility, but that more power, especially on a \*network\*, is available with the others. Observes that \*third\* \*parties\* are better at memory management than these DOSes; that MS-DOS is behind the others in providing disk storage and larger compressed drives; and only PC DOS has a complete set of undelete, backup, and antivirus tools. Includes 10 \*screen\* displays, three photos, two graphs, one chart, and one table.  
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S2	945462	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L- AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S3	87584	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S- HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTI- ON? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S- HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
<del>S4</del>	0	S33 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? - OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SC- REEN? OR SCRUTINIZ?)
<del>S5</del>	0	(S41 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR B- ONUS?))
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S7	2201807	DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?
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S9	10560	S7 AND S3 - Detect CONS ACTION
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S11	17013	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU- TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
<del>S12</del>	0	S35 AND S36
S13	12	(S10 AND S11) (10N) S6
S14	28	S10 AND S11 AND S6
S15	12	RD S13 (unique items)
S16	28	RD S14 (unique items)
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Need (S15 or S16) AND (S2)  
 Internet etc...

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File 256:SoftBase:Reviews,Companies&Prods. 85-2002/Dec

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File 278:Microcomputer Software Guide 2001/Dec

(c) 2001 Reed Elsevier Inc.

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S1	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S-HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S-HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S7	13436	5 OR S6
S8	3759	S5 OR S6
S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	55	S10 (S) S8
S12	49	RD (unique items)
S13	1840	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRE-EN? OR SCRUTINIZ?)
S14	49	RD S12 (unique items)
S15	1567	RD S13 (unique items)
S16	1144	S15 NOT PY>1999
S17	1144	S15 NOT PY>1999
S18	948	S17 NOT PD=19990101:20010101
S19	948	S18 NOT PD=20000101:20020210
S20	36	S14 NOT PY>1999
S21	30	S20 NOT PD=19990101:20010101
S22	29	S21 NOT PD=20010101:20020230

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Set	Items	Description
S1	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S-HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S-HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S7	13436	5 OR S6
S8	3759	S5 OR S6
S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))

```

      ONUS?))
S11      55      S10 (S) S8
S12      49      RD (unique items)
S13      1840     S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR
      PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRE-
      EN? OR SCRUTINIZ?)
S14      49      RD S12 (unique items)
S15      1567     RD S13 (unique items)
S16      1144     S15 NOT PY>1999
S17      1144     S15 NOT PY>1999
S18      948      S17 NOT PD=19990101:20010101
S19      948      S18 NOT PD=20000101:20020210
S20      36       S14 NOT PY>1999
S21      30       S20 NOT PD=19990101:20010101
S22      29       S21 NOT PD=20010101:20020230
?t s22/free,k/1-29
>>>KWIC option is not available in file(s): 278

```

**22/K/1 (Item 1 from file: 256)**  
 DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00111954 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - PeopleSoft Inc (853593); Company - i2  
 Technologies Inc (862533); Company - SAP America Inc (857513)

**TITLE:** New fee plans promise flexibility: Value-based idea could cost more  
 Nov 9, 1998

**DESCRIPTORS:** Software Marketing; Enterprise Resource Planning;  
 Manufacturing  
**REVISION DATE:** 20010630

...model as an alternative to license fees based on numbers of users with access to an application. Enterprise resource planning (ERP) and supply chain application \*vendors\* have increasingly introduced \*new\* pricing schemes based on a buyer's revenue, overall employee head-count, or the financial return expected from using the software. However, software buyers are...

...applications) move outside the limits agreed to in the initial contract. However, if their businesses are not as profitable as expected, they do not get \*rebates\*. Value-based pricing eliminates the need to track the number of users paid for under user-limited contracts. However, some say it also allows vendors...

**22/K/2 (Item 2 from file: 256)**  
 DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00108894 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - Intergraph Corp (851361)

**TITLE:** Intergraph Makes Inroads  
 Mar 30, 1998

**DESCRIPTORS:** Software Marketing; Graphics Tools; Workstations; Windows  
 NT/2000; Image Processing  
**REVISION DATE:** 20000830

Intergraph, a vendor of computer graphics hardware and software for Windows NT, is gaining market share in markets formerly ruled by \*vendors\* whose names are \*associated\* with publishing, digital media, and broadcasting. Intergraph reorganized over a two-year period, creating a group of wholly-owned \*subsidiaries\* from business units. New channels of distribution were also formed, and Intergraph is now better positioned to

succeed in the workstation market, which is in...

**22/K/3 (Item 3 from file: 256)**

DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00108540 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Seamless Co-Verification Environment (634441); ASVP Lab (712108); Virtual-CPU (712116); Eaglei (601616)

**TITLE:** The hardware/software coverification challenge  
Apr 1998

**DESCRIPTORS:** Electrical Engineering; CAD CAM; CAE; Debuggers; CAD; Circuit Design; Quality Assurance  
**REVISION DATE:** 20010829

...as Ascend Communication's Ascend ATM switch, Mentor Graphics' Seamless Co-Verification Environment, ASVP Lab from CAE Plus, Virtual-CPU from Summit Design, and Synopsys' \*subsidiary\* Viewlogic Systems' Eaglei all work to verify that complex system-on-a-chip (SOC) hardware and software systems work together seamlessly. The Ascend ATM has...

...had access to the ATMizer chip model during development. CAE Plus's ASVP Lab uses virtual prototyping for emulation aimed at embedded-control applications. Many \*third\*-party developers like Ikos Systems are offering new updates that allow debugging of hardware and software in parallel.

**22/K/4 (Item 4 from file: 256)**

DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00108027 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Enliven/Impulse (698512)

**TITLE:** Banner Ads Enlivened  
May 4, 1998

**DESCRIPTORS:** Internet Marketing; Advertising; Retailers  
**REVISION DATE:** 20010331

...sends sales data to a Microsoft Site Server 3.0 Commerce Edition at the merchant's Web site. Enliven will also be ported to other \*third\*-party commerce systems later in 1998. In a standard situation, a user could see a banner ad for a \*special\* \*promotion\*. When the ad is clicked, a Java applet generates an order form, and the online viewer can then state the product, quantity, credit card, and...

**22/K/5 (Item 5 from file: 256)**

DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00104398 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Java (573744); Microsoft ActiveX (603295); Apptivity (675083)

**TITLE:** What'll it be?: Picking between the Java and ActiveX application...  
Oct 20, 1997

**DESCRIPTORS:** Java; Program Development Aids; Windows; IBM PC & Compatibles; Object Oriented Languages; Programming Languages; Smart Cards;  
ActiveX  
**REVISION DATE:** 19990830

...to be repeatedly downloaded. Thus, it depends on the use which is better. In addition, neither product is perfect, and some companies have turned to \*third\* \*party\* products such as Progress Software Corporation's Appitivity, which works with Java programming tasks to speed things up. Other companies, such as Shell Oil \*subsidiary\* Shell Services Company, have opted to use both products. Merrill Lynch is an NT shop that uses ActiveX, but for some nonstandard databases prefers Java.

**22/K/6 (Item 6 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00103926 DOCUMENT TYPE: Review

**PRODUCT NAMES: Open Profiling Standard (838527)**

**TITLE: PC Meter Tackles Web Measurement**

Aug 4, 1997

DESCRIPTORS: Internet Marketing; Market Research; Advertising; System Monitoring; Audit

REVISION DATE: 20010331

...to measure the effectiveness of a site and the size of its audience is also on the way in the form of PC Meter, a \*subsidiary\* of the NPD group, a market research firm. PC Meter claims to be the only service that provides new-media statistics over all Web sites...

...do, including sites bookmarked and search words used. RelevantKnowledge has a competing service that tracks users on different platforms and provides information over the Internet. \*Third\*-\*party\* auditing services include BPA Interactive, ABVS, and Nielsen's I/PRO. Auditors analyze server logs for unusual events, including multiple hits from one domain.

**22/K/7 (Item 7 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00101591 DOCUMENT TYPE: Review

**PRODUCT NAMES: Tivoli Enterprise 10 (717517); CA-Unicenter TNG (616656)**

**TITLE: Systems Management: You can tame the systems-management beast**

Jul 14, 1997

DESCRIPTORS: Data Center Operations; Network Administration Tools; Network Management; Network Software; System Monitoring

REVISION DATE: 20000228

...become easier in the near future to effectively manage different networks and systems thanks to improved and unified products from Computer Associates (CA) and IBM \*subsidiary\* Tivoli. Currently, CA's CA-Unicenter TNG and Tivoli Systems' Tivoli Management Environment (TME) 10 are the most versatile management applications on the market, but...

...a larger systems/network management framework can save the trouble of managing specialized applications, as well as money. However, each framework must offer links to \*third\*-\*party\* applications and must provide customization capabilities.

**22/K/8 (Item 8 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00100719 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - Apple Computer Inc (850241)

**TITLE:** Apple makes plans for its reorganization  
Feb 10, 1997

**DESCRIPTORS:** NextStep; Operating Systems; Program Development Aids;  
Software Marketing; Apple Macintosh; MacOS

**REVISION DATE:** 20001130

...become profitable. Apple is also getting ready for significant lay-offs. Apple must deal with fast-slipping market share, lower margins, a shrinking group of \*third\* \*party\* software \*vendors\*, and losses reaching over a billion dollars in the last year. Problems like this are not easily solved, and one analyst describes Apple's approach...

...Apple's last quarter loss of \$120 million can be explained by competing hardware products from consumer providers Sony, NEC, and Samsung, which use deep \*discounts\* and intensive marketing, instead of inventive technology, to sell PCs as commodities. Such companies allow partners, including Microsoft and Intel, to perform research and development...

22/K/9 (Item 9 from file: 256)

DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00098217 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Internet Marketing (835552)

**TITLE:** Online Vendors: How Can You Tell the Good From the Bad?  
Feb 1997

**DESCRIPTORS:** Internet Marketing; Legal; Catalogs  
**REVISION DATE:** 20010430

...companies sometimes do business only over the telephone. Horror stories include one in which a buyer purchased a catalog from a Web-based advertiser of \*discount\* products for \$12.00, and charged it on a credit card. The catalog indicated that \*discount\* prices were available only to members, who had to pay fees between \$39 and \$599. The purchaser could not reach any principles or staff of the organization, so he contacted \*another\* \*vendor\* whose logo appeared on the site. That vendor promised to refund the \$12.00, and did so. Another purchaser found that a promised month of...

22/K/10 (Item 10 from file: 256)

DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00098040 DOCUMENT TYPE: Review

**PRODUCT NAMES:** VoIP (837067)

**TITLE:** Internet telephony moves to embrace standards  
Nov 18, 1996

**DESCRIPTORS:** Telecommunications; Communications Standards; Internet  
Utilities; LANs; Computer Telephony; VoIP  
**REVISION DATE:** 20011126

Micom Communications' V/IP, VocalTec's Telephony Gateway, Vienna Systems' Vienna.way, Lucent Technologies' Internet Telephony Server, and International \*Discount\* Telecommunications' Net2Phone are gateway-based Internet telephony products that allow LAN-based calls and regular telephone calls to be consolidated and transmitted out over LAN...

...s LAN. Locally maintained gateways can be obtained from a vendor and



maintained like all other network gateways. Gateway services can also be purchased from \*third\*-party providers. Other methods use the direct point-to-point method, in which one PC user dials another with the same telephony software. A directory-assisted...

**22/K/11 (Item 11 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00096852 DOCUMENT TYPE: Review

**PRODUCT NAMES: Active Data Warehousing Framework (837342); Microsoft SQL Server (259748)**

**TITLE: Microsoft's Data Warehousing Plan**  
Sep 23, 1996

DESCRIPTORS: Standards; Database Management; Information Retrieval;  
Decision Support Systems; Database Servers; Database Utilities;  
Teradata; Data Warehouses; SQL Server  
REVISION DATE: 20000830

Alliance for Data Warehousing's Active Data Warehouse Framework (ADWF) is a set of interfaces that allows \*third\*-party developers to make software operate with the next generation of Microsoft's Microsoft SQL Server RDBMS, expected for release in the latter part of 1997...

...universal administration method. The interfaces will be specified and finished by the ship date of SQL Server 7.0. Working with NCR and its Teradata \*subsidiary\* could help Microsoft resolve some scalability problems that have made SQL Server unsuitable for data warehousing. Microsoft's program manager for SQL Server says the...

**22/K/12 (Item 12 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00095836 DOCUMENT TYPE: Review

**PRODUCT NAMES: Tivoli Enterprise (717517)**

**TITLE: Tivoli Program Shines**  
Aug 12, 1996

DESCRIPTORS: Network Management; Network Administration Tools; Network Software; System Monitoring  
REVISION DATE: 20000630

IBM \*subsidiary\* Tivoli Systems has rolled out a comprehensive partner program designed to attract significant \*third\*-party support for the Tivoli Management Environment (TME) management platform. The offering includes a framework that facilitates integration at the data level. The plan also calls...

...the development of working groups that allow partners to define the APIs they need for integration. TME is based on object-oriented technology. As such, \*third\*-party applications and data can be represented as objects in a common repository. The objects can then be shared between applications.

**22/K/13 (Item 13 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00093736 DOCUMENT TYPE: Review

**PRODUCT NAMES: ATM-in-a-Box (629049)**

**TITLE: Internetworking deals trigger some user alarms**  
Jul 1, 1996

DESCRIPTORS: Network Software; LANs; Internetworking; WANs; Communications  
Interfaces  
REVISION DATE: 20010730

...attractive to users and channels because of its low cost. Most users know that network hardware/software solutions are available below list prices quoted by \*vendors\*, but there are \*additional\* and innovative ways to save. These include vendor deals, which should be carefully evaluated by IS before purchasing. Users can save lots of money on internetworking hardware and WAN services, but IS should not shop for products purely on the basis of price. Deep \*discounts\*, aggressive package promotions, and low-priced starter kits are increasingly available in the hotly competitive internetworking industry, which can save thousands of dollars. However, says...

**22/K/14 (Item 14 from file: 256)**  
DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00093112 DOCUMENT TYPE: Review

**PRODUCT NAMES: Company - IBM Corp (850225); Company - Tivoli Systems Inc (854573)**

**TITLE: IBM-Tivoli Road Map Shows a Construction Casualty**  
Apr 29, 1996

DESCRIPTORS: Software Marketing; Network Software; Network Management;  
Data Center Operations; System Monitoring; Network Administration Tools  
; MVS  
REVISION DATE: 20000228

IBM and its Tivoli Systems acquisition/\*subsidiary\* recently announced their team-based 'management road map for the future' at the NetWorld+Interop conference. Of particular interest is the fact that IBM's SystemView will suffer from the release of TME 10. SystemView was not successful because it used IBM products at its core and required \*third\*-  
\*party\* \*vendors\* to comply with IBM's architectures. SystemView's concept (to build an object-oriented architecture that allows applications to work together) was, however, on the...

**22/K/15 (Item 15 from file: 256)**  
DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00086600 DOCUMENT TYPE: Review

**PRODUCT NAMES: NetWare 4.1 (699683); Microsoft Windows NT Server 3.51 (442674); VINES (695912); DEC Pathworks (291153); IBM OS/2 LAN Server (313556)**

**TITLE: IS managers find security in numbers**  
Jan 29, 1996

DESCRIPTORS: NetWare; Network Software; Operating Systems; LANs; WANs;  
Windows NT/2000; LAN Server; Banyan; Network Servers  
REVISION DATE: 20000930

...about 10 years and remains satisfied with the system. However, the firm is concerned about Banyan Systems' future, particularly its ability to get support from \*third\*-  
\*party\* \*vendors\*. Other products used include Pathworks and IBM LAN Server. The conglomerate received volume \*discounts\* from both Novell and Microsoft.

22/K/16 (Item 16 from file: 256)  
DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00084235 DOCUMENT TYPE: Review

**PRODUCT NAMES: EyeQ (536075)**

**TITLE: Murdoch makes two online moves**  
Sep 1995

DESCRIPTORS: Software Marketing; Content Providers; Information Retrieval;  
Newspapers  
REVISION DATE: 20000830

Rupert Murdoch's European \*subsidiary\*, News International, has a new joint venture called News EyeQ. There are plans to add to the contents already provided by partner DataTimes, by offering material from local \*third\*-  
\*party\* sources as well as Murdoch-owned publications. News EyeQ is expected to rapidly become a major player in the European business information market. The partnership...

...International and DataTimes will be very advantageous, and will leverage DataTimes' technical experience and News International's superior editorial and marketing skills. DataTimes is a \*subsidiary\* of the Oklahoma Publishing Company, and offers a searchable news archive and complementary business information.

22/K/17 (Item 17 from file: 256)  
DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00082329 DOCUMENT TYPE: Review

**PRODUCT NAMES: UNIX (699675); OS/400 (214299); BPCS (016442); CA-PRMS Enterprise Solution (372994); Microsoft Windows NT (347973)**

**TITLE: Manufacturers Debate Platform Futures**  
Aug 1995

DESCRIPTORS: Manufacturing; Client/server; UNIX; IBM AS/400; OS/400;  
Operating Systems; Network Software; Windows NT/2000  
REVISION DATE: 20010727

...the AS/400-OS/400 midrange platform, with a four percent margin. To counter the trend, International Business Machines (IBM) is adding POSIX compliance, and \*third\*-  
\*party\* manufacturing product developers are augmenting products with client/server functions and developing new AS/400 packages. Windows NT needs better security to support manufacturing applications...

...be a strong competitor as well. In its favor, the AS/400 has a huge installed base with well trained users. One user, an American \*subsidiary\* of a German manufacturing company, uses an AS/400 with Business Planning and Control System (BPCS) but will migrate to UNIX-, PC-based SAP, which...

22/K/18 (Item 18 from file: 256)  
DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00080508 DOCUMENT TYPE: Review

**PRODUCT NAMES: Internet in a Box (523313); Quicken (701823); Quicken TurboTax (410853); CorelOffice (516805); PerfectWorks (361178)**

**TITLE: Publishers consider putting titles on MAP**

May 1, 1995

DESCRIPTORS: Internet Utilities; Software Marketing; Office Automation  
REVISION DATE: 20000530

Software publishers are looking for \*new\* ways to protect \*retailers\* from serious pricing conflicts as mass-market software prices drop. One way would be to put in place minimum advertising pricing policies, or MAP guidelines, although a software buyer interviewed says such policies violate free market standards. Sometimes developers antagonize a \*retailer\* when \*another\* advertises undercutting prices. This situation arose with Internet in a Box, when it was advertised expensively by a major outlet at a \*discounted\* price that turned out to be \$15 higher than \*another\* \*retailer\*'s advertised price. Mass-market packages like Quicken and TurboTax often become loss leaders, but Intuit plans to establish a MAP program at the behest...

**22/K/19 (Item 19 from file: 256)**

DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00079555 DOCUMENT TYPE: Review

**PRODUCT NAMES: Just In Time (JIT) (830259); Inventory (830383)**

**TITLE: Third Parties Deliver**  
May 1995

DESCRIPTORS: Inventory; JIT (Just In Time); Trucking; Transportation;  
Distribution Management; Manufacturing  
REVISION DATE: 20010630

Many manufacturers use \*third\*-party logistics products like those from Ryder Dedicated Logistics (RDL) and SonicAir. RDL, a \*subsidiary\* of the Ryder System trucking company, expanded tool development when the trucking industry was deregulated. Their products are used by the General Motors Saturn assembly...

**22/K/20 (Item 20 from file: 256)**

DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00076224 DOCUMENT TYPE: Review

**PRODUCT NAMES: Company - Computer Associates International Inc (850161)**

**TITLE: Software's Quiet Force: Computer Associates Expands**  
Feb 27, 1995

DESCRIPTORS: Software Marketing; Data Center Operations; System Utilities;  
Database Management; Personal Finance  
REVISION DATE: 20000430

Computer Associates is the \*second\* largest independent software \*vendor\* (ISV). President and COO Sanjay Kumar hopes to make more inroads into the client/server market with the company's CA-Unicenter management solution. Kumar...

...if Microsoft's acquisition of Intuit is canceled by the Justice Department. Kumar plans to increase sales by working with resellers, providing better prices, volume \*discounts\*, and on-site technical support.

**22/K/21 (Item 21 from file: 256)**

DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00074783 DOCUMENT TYPE: Review

**PRODUCT NAMES:** OS/2 Warp 3.0 (526576)

**TITLE:** OS/2 Warp: Finally Ready for Prime-Time?

Feb 1995

**DESCRIPTORS:** Operating Systems; OS/2; IBM PC & Compatibles

**REVISION DATE:** 19950630

...DOS, without hogging resources. The interface is uncluttered and useful, and crashes are infrequent. It runs Windows applications and installs easily; the included OS/2 \*Bonus\* Pack has applications for fax, CompuServe connection, the HyperACCESS Lite for OS/2 terminal program, Multimedia Viewer, and the IBM Works office productivity suite. Few native \*third\*-  
\*party\* applications exist for OS/2, which is relatively unsupported by the industry as compared to Windows. During test, Word for Windows did not run as...

**22/K/22 (Item 22 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00072803 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Retailers (830308)

**TITLE:** Program Takes Guesswork Out of Discount Decisions

Dec 12, 1994

**DESCRIPTORS:** Retailers; Pricing; Decision Support Systems; Business Models

**REVISION DATE:** 20010130

When retailers \*discount\* the price of an item, they often use some general rules and educated guesswork. Research from the University of Florida has created a prototype of a software program that contains an optimization algorithm that can \*further\* refine the \*retailer\*'s task. The decision support system will help the retailer decide when and how much to mark down prices to match profit and inventory goals...

**22/K/23 (Item 23 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

00071769 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - Sybase Inc (850926); Company - Sybase Inc (852627)

**TITLE:** Sybase-Powersoft Merger Creates One-Stop Shop for Client/server Tools

Nov 21, 1994

**DESCRIPTORS:** Program Development Aids; Client/server; Network Software;

Database Management; PowerBuilder; Software Marketing

**REVISION DATE:** 19960830

...well, and users are pleased with the prospect of combined support and synchronized product releases. Sybase officials have pledged to run Powersoft as an independent \*subsidiary\* so that the application tool will continue to work effectively with \*third\*-  
\*party\* databases. Due to product overlap, officials plan to scrap Sybase's Build Momentum, and fold its technology into PowerBuilder.

**22/K/24 (Item 24 from file: 256)**

DIALOG(R) File 256: (c)2002 Info.Sources Inc. All rts. reserv.

.00069799

DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - Novell Inc (850438)

**TITLE:** Vendors to Lighten Up License Woes  
Oct 17, 1994

**DESCRIPTORS:** Office Automation; Software Marketing  
**REVISION DATE:** 20010430

Key software \*vendors\* will introduce \*new\* licensing arrangements in order to streamline the sales and distribution of products. Novell Incorporated will introduce an enterprise-level program for all of its products...

...reporting by program participants and bimonthly software updates from Novell are also defined in the agreement. Anticipated savings to consumers in the form of software \*discounts\* are projected as high as 50 percent. Similar programs are underway at Microsoft Corporation and Lotus Development. Users' response to the new licensing programs remains...

**22/K/25 (Item 25 from file: 256)**  
DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00067151 DOCUMENT TYPE: Review

**PRODUCT NAMES:** CAD CAM (830047)

**TITLE:** What Is All This Restructuring in The CAD Marketplace?  
Jul 1994

**DESCRIPTORS:** CAD CAM; CAD; Manufacturing  
**REVISION DATE:** 19990530

...new features to be in their CAD systems, such as parametric modeling, bidirectional associativity, and feature cognizance. CAD products are becoming more similar to one \*another\*, and many \*vendors\* offer their products at steep \*discounts\*. A shift in the delivery of CAD/CAM has also taken place, with CAD/CAM coming to the desktop and workstation. Other factors involved in...

**22/K/26 (Item 26 from file: 256)**  
DIALOG(R) File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00065935 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company - Innoveda Inc (851698); Company - Chronologic Simulation (853861)

**TITLE:** Viewlogic to Acquire Chronologic  
Apr 4, 1994

**DESCRIPTORS:** Simulation; Hardware Description Languages; Circuit Design; Electrical Engineering; CAD CAM; Software Marketing; Electronics; CAE; Verilog; VHDL  
**REVISION DATE:** 20010829

...has acquired Chronologic Simulation, a large Verilog simulation clone vendor. The deal involved an exchange of \$26.5 million in stock, and makes Viewlogic the \*second\* largest Verilog simulation \*vendor\*. Viewlogic plans to make Chronologic's Verilog Compiled Simulator available on Windows, which is indicative of a growing low-cost Verilog market. Viewlogic is bilingual...

...offer, even though it was for a higher dollar amount because the Viewlogic offer allowed for greater independence. Viewlogic will operate as

a wholly-owned \*subsidiary\*.

22/K/27 (Item 27 from file: 256)  
DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00060051 DOCUMENT TYPE: Review

PRODUCT NAMES: Legal Resource Kit (491217); Microsoft Word for Windows 6.0 (205028); WordPerfect for Windows (340197); WordPerfect Presentations Windows 2.0 (415189)

TITLE: Be Resourceful, Get a Kit  
Dec/Jan 1994

DESCRIPTORS: Legal; Document Generators; Word Processing; Windows; IBM PC & Compatibles; WordPerfect; Law Firms; Content Providers; Information Retrieval; Microsoft Word  
REVISION DATE: 20000830

The Legal Resource Kit includes a Lexis session manager, a WinLexis mouse pad, a guided tour or WinWord, with highlighted legal features and \*coupons\* for \*third\*-party products. Dynamic Data Exchange (DDE) permits links with Lexis when used with Microsoft Word for Windows. The user can run search or citator requests using...

22/K/28 (Item 1 from file: 278)  
DIALOG(R)File 278:(c) 2001 Reed Elsevier Inc. All rts. reserv.

0002178  
0002178XX STATUS: ACTIVE ENTRY

TITLE: Purchasing  
RELEASE DATE: 01/1999  
DESCRIPTORS: INVENTORY, PURCHASING AND INVOICING - ORDER SCHEDULING AND SHIPPING; INVENTORY, PURCHASING AND INVOICING - PURCHASING-ORDERING  
DESCRIPTOR CODES: 10004774; 10004798

22/K/29 (Item 2 from file: 278)  
DIALOG(R)File 278:(c) 2001 Reed Elsevier Inc. All rts. reserv.

0001103  
0001103XX STATUS: ACTIVE ENTRY  
TITLE: Apache Server Bible  
RELEASE DATE: 06/1998  
DESCRIPTORS: WEB SERVERS; APACHE (COMPUTER PROGRAM)  
DESCRIPTOR CODES: 42150279; 42215225

?

# SOFTINFO -

?show files; ds

File 256:SoftBase:Reviews,Companies&Prods. 85-2002/Dec

(c)2002 Info.Sources Inc

File 278:Microcomputer Software Guide 2001/Dec

(c) 2001 Reed Elsevier Inc.

Set	Items	Description
S1	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S7	13436	5 OR S6
S8	3759	S5 OR S6
S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	55	S10 (S) S8
S12	49	RD (unique items)
S13	1840	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S14	49	RD S12 (unique items)
S15	1567	RD S13 (unique items)
S16	1144	S15 NOT PY>1999
S17	1144	S15 NOT PY>1999
S18	948	S17 NOT PD=19990101:20010101
S19	948	S18 NOT PD=20000101:20020210
S20	36	S14 NOT PY>1999
S21	30	S20 NOT PD=19990101:20010101
S22	29	S21 NOT PD=20010101:20020230
S23	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S24	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S25	4673	S23 AND S24
S26	1:114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S27	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)
S28	366	S26 AND S27
S29	0	S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? - OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S30	0	(S37 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S31	1868	SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?



S32	20248	DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?
S33	1539	S32 AND S24
S34	1316	RD S33 (unique items)
S35	6	S31 AND S28
S36	6	RD S35 (unique items)
S37	0	S36 AND S34
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File 256:SoftBase:Reviews,Companies&Prods. 85-2002/Dec

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File 278:Microcomputer Software Guide 2001/Dec

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Set	Items	Description
S1	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
S7	13436	5 OR S6
S8	3759	S5 OR S6
S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	55	S10 (S) S8
S12	49	RD (unique items)
S13	1840	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S14	49	RD S12 (unique items)
S15	1567	RD S13 (unique items)
S16	1144	S15 NOT PY>1999
S17	1144	S15 NOT PY>1999
S18	948	S17 NOT PD=19990101:20010101
S19	948	S18 NOT PD=20000101:20020210
S20	36	S14 NOT PY>1999
S21	30	S20 NOT PD=19990101:20010101
S22	29	S21 NOT PD=20010101:20020230
S23	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
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S25	4673	S23 AND S24
S26	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S27	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
S28	366	S26 AND S27
S29	0	S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S30	0	(S37 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S31	1868	SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?

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S32 20248 DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT?  
OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?

S33

1539 S32 AND S24

S34

1316 RD S33 (unique items)

S35

6 S31 AND S28

S36

6 RD S35 (unique items)

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36/K/1 (Item 1 from file: 256)  
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00130890 DOCUMENT TYPE: Review

PRODUCT NAMES: CRM (831204); Software Selection (839965)

TITLE: Selecting And Buying CRM Software  
Mar 2001

DESCRIPTORS: Customer Relationship Management; Software Selection  
REVISION DATE: 20010730

...establishes a price for software and does not vary from that price. The other establishes an excessive list price for the software and then offers \*discounts\* 'up to 70 percent from the list price.' Different types of \*discount\* are available, including those for per-seat sales, purchases of server software, site license deals, delayed maintenance charges, free technical and end-user training, and so on. Other considerations described in some detail include use of \*third\*-party\* \*vendors\* to provide some components; the need for circumspection in evaluating vendors' claims; methodologies used to create a CRM vision, including availability of experts and consultants...

36/K/2 (Item 2 from file: 256)  
DIALOG(R)File 256:(c)2002 Info.Sources Inc. All rts. reserv.

00124226 DOCUMENT TYPE: Review

PRODUCT NAMES: PeopleSoft ERP (739898); VistaCPG (005177)

TITLE: When promotions get messy  
Jun 19, 2000

DESCRIPTORS: Enterprise Resource Planning; Internet Marketing; Portals;  
Manufacturing; Extranets  
REVISION DATE: 20010727

...to information about promotional agreements with retailers. Users can also link the information as required to other business functions hooked up to the ERP system. \*Retailers\* and other \*third\* \*parties\* linked to ERP via an extranet can also access the information. Because much promotional activity is tracked on paper and by phone, some information is...

...system is used. Unfortunately, too often an invoice generated by a manufacturer's shipping department and sent to a retailer may not include a promotional \*discount\* that the retailer should get. The huge number of brands, for instance, that must be supported by a supermarket, as well as the thousands of...

36/K/3 (Item 3 from file: 256)  
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00100719 DOCUMENT TYPE: Review

PRODUCT NAMES: Company - Apple Computer Inc (850241)

TITLE: Apple makes plans for its reorganization  
Feb 10, 1997

DESCRIPTORS: NextStep; Operating Systems; Program Development Aids;  
Software Marketing; Apple Macintosh; MacOS  
REVISION DATE: 20001130

...become profitable. Apple is also getting ready for significant lay-offs.

Apple must deal with fast-slipping market share, lower margins, a shrinking group of \*third\* \*party\* software \*vendors\*, and losses reaching over a billion dollars in the last year. Problems like this are not easily solved, and one analyst describes Apple's approach...

...Apple's last quarter loss of \$120 million can be explained by competing hardware products from consumer providers Sony, NEC, and Samsung, which use deep \*discounts\* and intensive marketing, instead of inventive technology, to sell PCs as commodities. Such companies allow partners, including Microsoft and Intel, to perform research and development...

**36/K/4 (Item 4 from file: 256)**

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00093112 DOCUMENT TYPE: Review

**PRODUCT NAMES: Company - IBM Corp (850225); Company - Tivoli Systems Inc (854573)**

**TITLE: IBM-Tivoli Road Map Shows a Construction Casualty**  
Apr 29, 1996

DESCRIPTORS: Software Marketing; Network Software; Network Management;  
Data Center Operations; System Monitoring; Network Administration Tools  
; MVS

REVISION DATE: 20000228

IBM and its Tivoli Systems acquisition/\*subsidiary\* recently announced their team-based 'management road map for the future' at the NetWorld+Interop conference. Of particular interest is the fact that IBM's SystemView will suffer from the release of TME 10. SystemView was not successful because it used IBM products at its core and required \*third\*-\*party\* \*vendors\* to comply with IBM's architectures. SystemView's concept (to build an object-oriented architecture that allows applications to work together) was, however, on the...

**36/K/5 (Item 5 from file: 256)**

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00086600 DOCUMENT TYPE: Review

**PRODUCT NAMES: NetWare 4.1 (699683); Microsoft Windows NT Server 3.51 (442674); VINES (695912); DEC Pathworks (291153); IBM OS/2 LAN Server (313556)**

**TITLE: IS managers find security in numbers**  
Jan 29, 1996

DESCRIPTORS: NetWare; Network Software; Operating Systems; LANs; WANs;  
Windows NT/2000; LAN Server; Banyan; Network Servers  
REVISION DATE: 20000930

...about 10 years and remains satisfied with the system. However, the firm is concerned about Banyan Systems' future, particularly its ability to get support from \*third\*-\*party\* \*vendors\*. Other products used include Pathworks and IBM LAN Server. The conglomerate received volume \*discounts\* from both Novell and Microsoft.

**36/K/6 (Item 6 from file: 256)**

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00071710 DOCUMENT TYPE: Review

**PRODUCT NAMES: OS/2 Warp (526576)**

**TITLE: IBM \*subsidizing\* OS/2 ISVs**  
Oct 31, 1994

DESCRIPTORS: Operating Systems; OS/2; IBM PC & Compatibles; Software  
Marketing  
REVISION DATE: 19950430

**TITLE: IBM \*subsidizing\* OS/2 ISVs**

...into OS/2, based on previous losses experienced in support of the IBM operating system. IBM's latest incentive programs are tugging even at major \*vendors\*. \*Third\* \*parties\* including Corel are reportedly expressing renewed interest in the lucrative support opportunities. IBM sources hurry to qualify this strategy by emphasizing that specific demands that...  
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# SOFTINFO

Temp SearchSave "TDWALKR3" stored

?show files; ds

File 256:SoftBase:Reviews,Companies&Prods. 85-2002/Dec

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Set	Items	Description
(S1)	50557	INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
S2	7323	(CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
S6	3011	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
S7	13436	5 OR S6
(S8)	3759	S5 OR S6 — 2nd party
S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
S11	55	S10 (S) S8 ← 2nd party + Bonus
(S12)	49	RD (unique items)
(S13)	1840	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
S14	2	S1 (S) S10 (S) S12
S15	2	RD (unique items)
S16	1545	*deleted* 15 NOT PY =1999-2002
(S17)	2	S15 NOT PY=1999-2002

Consumer Activity

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**TITLE: Frequent Flier: Web sites are adding incentive programs to boost...**  
Jun 28, 1999

DESCRIPTORS: Internet Marketing; Games; Multiplayer Games; Internet Shopping

REVISION DATE: 20010331

Online incentives are boosting \*World\* Wide \*Web\* \*site\* performance. SegaSoft's Heat.net online game \*network\* became more popular when it began a points incentive program, greatly increasing its number of players and holding onto players for an above-average two hours per session. Chuck E. Cheese got a boost in \*coupon\* usage when it moved from using only Sunday magazine \*coupons\* to CoolSavings.com-distributed \*coupons\*. Netcentives, founded a year ago, already has 1.1 million registered fliers and more than 50 merchants in its ClickRewards online frequent-flier program. Yahoo!, Excite, and Theglobe.com have just joined a \*coupon\* \*network\* run by E-centives. EBates of Menlo Park, California, joins \*merchants\*' \*affiliates\* programs and passes on its commissions as cash \*rebates\* to its \*shoppers\*. San Diego's Klickback will give members \*discounts\* on communications services. Promotion experts can find customers that companies may miss, according to Jeffrey Steinberg of MotherNature.com, an online vitamin store that \*discovered\* the importance of calculating the costs of promotions. A chart compares the incentive programs offered by 15 companies, and tells where browsers can find them.

15/K/2 (Item 2 from file: 256)  
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00103926 DOCUMENT TYPE: Review

**PRODUCT NAMES: Open Profiling Standard (838527)**

**TITLE: PC Meter Tackles Web Measurement**  
Aug 4, 1997

DESCRIPTORS: Internet Marketing; Market Research; Advertising; System Monitoring; Audit

REVISION DATE: 20010331

Open Profiling Standard and improvements in \*World\* Wide \*Web\* \*site\* analysis methods stand to assist advertisers in determining how many visitors see a particular ad on a \*World\* Wide \*Web\* \*site\*, so that business demographics can be developed and used. However, a way to measure the effectiveness of a site and the size of its audience is also on the way in the form of PC Meter, a \*subsidiary\* of the NPD group, a market research firm. PC Meter claims to be the only service that provides new-media statistics over all \*Web\* \*sites\*. Consistent, standardized data can help ad agencies in planning media offerings and promoting \*Web\* \*site\* companies. PC Meter provides software currently that runs in 10,000 homes on PCs, to records \*users\*' keystrokes and mouse \*clicks\*. The software \*monitors\* \*users\* as they \*navigate\* from site to site and records the amount of time spent on each page. The software tells PC Meter everything the \*users\* do, including sites \*bookmarked\* and search words used. RelevantKnowledge has a competing service that tracks users on different platforms and provides information over the \*Internet\*. \*Third\*-\*party\* auditing services include BPA Interactive, ABVS, and Nielsen's I/PRO. Auditors analyze server logs for unusual events, including multiple hits from one domain.

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Line Command

1. SET HI \*
2. SET KWIC 50
3. SET HI \*
4. SET KWIC 50
5. S INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
6. S (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
- F7 7. S1 (S) S2
8. S S1 (S) S2
9. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
10. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
11. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
12. S5 OR S6
13. S S5 OR S6
14. S S4 (S) S8
15. S (S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
16. S S10 (S) S8
17. RD
18. S S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
19. RD S12
20. RD S13
21. S S15 NOT PY>1999
22. S S15 NOT PY>1999
23. S S17 NOT PD=19990101:20010101
24. S S18 NOT PD=20000101:20020210
25. S S14 NOT PY>1999
26. S S20 NOT PD=19990101:20010101
27. S S21 NOT PD=20010101:20020230
28. SET HI \*
29. SET KWIC 50
30. S INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR LAN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))
31. S (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR SHOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTION? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR SHOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)
32. S S23 AND S24
33. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
34. S (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? OR PARTIES OR PARTY)
35. S S26 AND S27
36. S S30 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)
37. S S26 AND S27
38. DELETE S30

- 39. S (S37 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE?  
OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))
- 40. S SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? OR SALE? OR  
PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?
- 41. S DETECT? OR MONITOR? OR NOTIC? OR SENS? OR PERCEIV? OR SPOT? OR  
IDENTIF? OR DISCOVER? OR CHECK? OR SCRUTINIZ?
- 42. S S32 AND S24
- 43. RD S33
- 44. S S31 AND S28
- 45. RD S35
- 46. S S36 AND S34

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S3	1239	*deleted* 1 (S) S2
S4	3708	S1 (S) S2
S5	1114	(ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OU-TSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)
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S7	13436	5 OR S6
S8	3759	S5 OR S6
S9	216	S4 (S) S8
S10	55	(S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR B-ONUS?))
S11	55	S10 (S) S8
S12	49	RD (unique items)
S13	1840	S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCRE-EN? OR SCRUTINIZ?)
S14	49	RD S12 (unique items)
S15	1567	RD S13 (unique items)
S16	1144	S15 NOT PY>1999
S17	1144	S15 NOT PY>1999
S18	948	S17 NOT PD=19990101:20010101
S19	948	S18 NOT PD=20000101:20020210
?		

?show files; ds

File 635:Business Dateline(R) 1985-2002/Feb 05

(c) 2002 ProQuest Info&Learning

File 570:Gale Group MARS(R) 1984-2002/Feb 05

(c) 2002 The Gale Group

File 146:Washington Post Online 1983-2002/Feb 05

(c) 2002 Washington Post

File 387:The Denver Post 1994-2002/Feb 01

(c) 2002 Denver Post

File 471:New York Times Fulltext-90 Day 2002/Feb 05

(c) 2002 The New York Times

File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06

(c) 2002 Phoenix Newspapers

File 494:St LouisPost-Dispatch 1988-2002/Feb 04

(c) 2002 St Louis Post-Dispatch

File 498:Detroit Free Press 1987-2002/Feb 04

(c) 2002 Detroit Free Press Inc.

File 630:Los Angeles Times 1993-2002/Feb 05

(c) 2002 Los Angeles Times

File 631:Boston Globe 1980-2002/Feb 04

(c) 2002 Boston Globe

File 632:Chicago Tribune 1985-2002/Feb 05

(c) 2002 Chicago Tribune

File 633:Phil.Inquirer 1983-2002/Feb 03

(c) 2002 Philadelphia Newspapers Inc

File 638:Newsday/New York Newsday 1987-2002/Feb 04

(c) 2002 Newsday Inc.

File 640:San Francisco Chronicle 1988-2002/Feb 05

(c) 2002 Chronicle Publ. Co.

File 641:Rocky Mountain News Jun 1989-2002/Feb 01

(c) 2002 Scripps Howard News

File 702:Miami Herald 1983-2002/Feb 04

(c) 2002 The Miami Herald Publishing Co.

File 703:USA Today 1989-2002/Feb 04

(c) 2002 USA Today

File 704:(Portland)The Oregonian 1989-2002/Jan 31

(c) 2002 The Oregonian

File 713:Atlanta J/Const. 1989-2002/Feb 03

(c) 2002 Atlanta Newspapers

File 714:(Baltimore) The Sun 1990-2002/Feb 05

(c) 2002 Baltimore Sun

File 715:Christian Sci.Mon. 1989-2002/Feb 05

(c) 2002 Christian Science Monitor

File 725:(Cleveland)Plain Dealer Aug 1991-2000/Dec 13

(c) 2000 The Plain Dealer

File 735:St. Petersburg Times 1989-2000/Nov 01

(c) 2000 St. Petersburg Times

File 476:Financial Times Fulltext 1982-2002/Feb 05

(c) 2002 Financial Times Ltd

File 477:Irish Times 1999-2002/Feb 05

(c) 2002 Irish Times

File 710:Times/Sun.Times(London) Jun 1988-2002/Feb 05

(c) 2002 Times Newspapers

File 711:Independent(London) Sep 1988-2002/Feb 05

(c) 2002 Newspaper Publ. PLC

File 756:Daily/Sunday Telegraph 2000-2002/Feb 05

(c) 2002 Telegraph Group

File 757:Mirror Publications/Independent Newspapers 2000-2002/Feb 05

(c) 2002

Set Items Description

S1 2016466 INTERNET OR NETWORK? OR WWW OR (WORLD () WIDE () WEB) OR L-  
AN OR WAN OR WEBPAGE? OR WEBSITE? OR (WEB () (PAGE? OR SITE?))

S2 1041526 (CONSUMER? OR USER? OR CUSTOMER? OR PATRON? OR BUYER? OR S-  
HOPPER?) (5N) (MOVEMENT? OR NAVIGAT? OR CLICK? OR ACT OR ACTI-  
ON? OR TRANSACT? OR PURCHAS? OR RESERV? OR BOOK? OR BUY? OR S-  
HOP? OR ACQUIR? OR DEAL? OR CONTRACT? OR AGREE? OR PACT?)

S3 88835 1 (S) S2  
 S4 65230 S1 (S) S2  
 S5 90070 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)  
 S6 90070 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (VENDOR? OR SELLER? OR SALESPERSON? OR MERCHANT? OR RETAILER? OR WHOLESALER?)  
 S7 281445 (ANOTHER OR DIFFERENT OR NEW OR ADDITIONAL OR SECOND OR OUTSIDE OR THIRD OR AFFILIATE? OR ALLIED OR ASSOCIATE? OR UNITED OR JOINED OR FURTHER OR ALTERNATE) (3N) (DEALER? OR PURVEYOR? - OR PARTIES OR PARTY)  
 S8 6283664 5 OR S6  
 S9 90070 S5 OR S6  
 S10 4556 S4 (S) S8  
 S11 152931 (S8 (S) (SUBSID? OR (SPECIAL(3N) (OFFER? OR PRICE? OR TERM? - OR SALE? OR PROMOT?)) OR DISCOUNT? OR COUPON? OR REBATE? OR BONUS?))  
 S12 4556 S10 (S) S8  
 S13 102466 S2 (S) (DETECT? OR MONITOR? OR NOTIC? OR SENS? OR AWARE? OR PERCEIV? OR SPOT? OR IDENTIF? OR DISCOVER? OR CHECK? OR SCREEN? OR SCRUTINIZ?)  
 S14 1100 S1 (S) S10 (S) S13  
 S15 882 RD (unique items)  
 S16 4399841 15 NOT PY =1999-2002  
 S17 882 S15 NOT PY=1999-2002  
 S18 4555 S12 (S) S1 (S) S10  
 S19 3998 RD (unique items)  
 S20 882 S17 NOT PY=1999-2002  
 S21 4425 \*deleted\* S12 (10N) S1 (10N) S10  
 S22 3881 RD (unique items)  
 S23 4681347 20 NOT PY=1999-2002  
 S24 882 S20 NOT PY=1999-2002  
 S25 882 RD (unique items)  
 S26 671 S1 (10N) S10 (10N) S13  
 S27 547 RD (unique items)  
 S28 671 S26 NOT PY=1999-2002  
 S29 87 S28 NOT (SCREEN? OR SENS? OR CHECK? OR SPOT? OR SCRUTINIZ? OR NOTIC? OR IDENTIF?)

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↑  
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 SCANNED ALL ABS.

29/K/1 (Item 1 from file: 635)  
DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

2082014 56330953  
Stadium naming rights build brand identity  
Jul 7, 2000  
WORD COUNT: 835  
DATELINE: Cincinnati Ohio

COMPANY NAMES: Cincinnati Reds, SIC:7941, NAICS:711211  
Great American Insurance Co, DUNS:05-735-6909, SIC:6331,  
NAICS:524126  
CLASSIFICATION CODES: 8307 (Arts, entertainment & recreation); 8200  
(Insurance industry); 2420 (Image)  
DESCRIPTORS: Stadiums; Professional baseball; Corporate sponsorship; Names;  
Insurance companies  
PRINT MEDIA ID: 14039

TEXT:

...said Steve Roman, a spokesman for the bank. "It was an opportunity to have our name on a unique facility."

For technology companies, naming-rights \*deals\* are a way to make \*consumers\* \*aware\* of their existence, analysts said. For example, PSINet Inc., an \*Internet\* service provider based in Ashburn, Va., has a 20-year, \$105.\*5\* million deal with the Baltimore Ravens.

"People may not have heard of a company like PSINet," said Russell Wallach, vice president of naming rights for...

29/K/2 (Item 2 from file: 635)  
DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

2071789 54144221  
They're sold on freedom, flexibility of real estate  
May 14, 2000  
WORD COUNT: 774  
DATELINE: Kenosha Wisconsin

COMPANY NAMES: Coldwell Banker Rondon Realty Inc, NAICS:531210  
CLASSIFICATION CODES: 8360 (Real estate); 2130 (Executives); 9110 (Company specific); 9160 (Biographical)  
DESCRIPTORS: Real estate companies; Corporate profiles; Personal profiles;  
Owner operator

NAMED PERSONS: Rondon, Nina; Rondon, Frank  
PRINT MEDIA ID: 6507

TEXT:

...Believe in yourself and all things are possible.

What are your short- and long-term financial goals?

My primary short-term goal is to make \*buyers\* and \*sellers\* \*aware\* of our \*new\* and exciting technology called Virtual Tours at \*www\*.rondonrealty.com.

Virtual Tours sells homes faster and is a technological advancement that benefits both buyer and seller. Virtual Tours gives a presentation including 360...

29/K/3 (Item 3 from file: 635)  
DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

2009308 51088052  
HealthCentral.com to Acquire Vitamins.com  
Mar 16, 2000  
WORD COUNT: 1,121  
DATELINE: Emeryville California

COMPANY NAMES: HealthCentral.com, Ticker:HCEN, NAICS:511140  
Vitamins.com, NAICS:446110  
CLASSIFICATION CODES: 8390 (Retailing industry); 2330 (Acquisitions & mergers)  
DESCRIPTORS: Vitamins; Online sales; Acquisitions & mergers  
PRINT MEDIA ID: 11947

TEXT:

Vitamins.com had \$30.5 million in 1999 proforma net revenues, and, upon completion of the transaction with HealthCentral.com, will add 200,000 new \*Internet\* customers to the HealthCentral.com e-commerce platform. Vitamins.com also has a mail order business with an additional 175,000 active \*customers\* that \*purchased\* products in 1999. The Vitamins.com annual mail order catalog circulation totals more than 7 million. Vitamins.com has 4 retail demonstration stores and 6 other retail stores in the greater Washington, D.C. metropolitan area. Demonstration stores serve to showcase Vitamins.com's products, and offer \*Internet\* services and consultants to assist in \*web\* \*site\* registration and product purchasing.

Utilizing a clicks and bricks strategy, the combined companies intend to better service customers, increase brand \*awareness\*, expand customer reach to include customers that are not yet online, and lower customer acquisition costs relative to pure play \*Internet\* sites.

Under the terms of the proposed transaction, HealthCentral.com will issue approximately \$103.5 million in common stock to acquire Vitamins.com. The actual...

29/K/4 (Item 4 from file: 635)  
DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

1099150 00-71841  
Who's afraid of Amazon.com?  
PUBL DATE: 990816  
WORD COUNT: 497  
DATELINE: Des MoinesIAUSMidwest

COMPANY NAMES: DUNS:SIC:Ticker:Amazon.com IncSeattleWAUS5942AMZN  
DUNS:SIC:Ticker:Barnes & Noble Bookstores IncNew  
YorkNYUS01-211-24965942;5199BKS  
CLASSIFICATION CODES: 8390 (Retailing industry)  
DESCRIPTORS: BookstoresCompetitionOnline sales  
SPECIAL FEATURE: Photo

TEXT:

...Noble. Others read their purchases and sip cappuccino. The atmosphere of the new twostory superstore in West Des Moines makes Barnes & Noble seem untouchable by \*Internet\* competition.Both Barnes & Noble and Borders Book Shop remain confident, despite a reduction in national book sales and increased literary commerce on \*Internet\*."The \*Internet\* has actually helped our business," says Pat Smith, manager of Barnes & Noble. "It has made more people \*aware\* of books and reading. That is the ultimate goal of all booksellers."Adds Gale Brubaker of Borders: "The \*Internet\* has made \*books\* more accessible to \*consumers\*, which heightens \*awareness\*. Yet, most consumers still prefer to actually touch and see a book before purchasing it, so they come to our store rather than shopping online...

...everyone."Statistics point to increased interest in Amazon, which could decrease sales for Barnes & Noble and Borders. Less than four years after opening on the \*Internet\*, Amazon became the first ecommerce store to serve its 10 millionth customer. The number represented an ecommerce watershed, reflecting the appeal of online \*shopping\* beyond the original technosavvy



\*buyers\* to mainstream \*customers\*, according to Amazon President Jeff Bezos. Even with Amazon's large customer base, "there will always be a place for bricks-and mortar bookstores," says...

29/K/5 (Item 5 from file: 635)

DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0955844 99-18625

ANALYSIS AT&T BIDS FOR TCI A direct line into the home By moving into cable, long-distance giant is detouring a pesky rival --- local phone companies.

PUBL DATE: 980625

WORD COUNT: 1,557

DATELINE: Atlanta, GA, US, South Atlantic

COMPANY NAMES: Tele-Communications Inc, Englewood, CO, US, DUNS:04-629-0706

, SIC:4834;4899, Ticker:TCOMA

AT&T Corp, New York, NY, US, DUNS:00-698-0080,

SIC:4811;4822;6711, Ticker:T

CLASSIFICATION CODES: 8330 (Broadcasting & telecommunications); 2330 (Acquisitions & mergers)

DESCRIPTORS: Cable television industry; Acquisitions & mergers; Effects

SPECIAL FEATURE: Photo

TEXT:

...at reshaping and bulking up the troubled company. First, the \$11 billion purchase of Teleport. Then, the \$48 billion acquisition of TCI. THE DEAL The \*deal\* would offer millions of \*consumers\* a package of services, from telephone to high-speed \*Internet\* access, through cable lines. Bypassing local-phone wires, AT&T's challenge to the Baby Bell regional companies points to a future that could mean a...

...500 Profile: One of the largest U.S. cable operators with 14.4 million customers. TCI Inc. includes TCI Group, Liberty Media (with stakes in \*Discovery\*, Black Entertainment Television, Fox/Liberty \*networks\*) and TCI Ventures (with stakes in Sprint PCS, TCI International and United Video Satellite Group). John Malone is often referred to as Darth Vader. He...

29/K/6 (Item 6 from file: 635)

DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0725979 96-84481

Acer America unveils high-performance multimedia computer for power users  
and gaming enthusiasts

PUBL DATE: 960812

WORD COUNT: 1,175

DATELINE: San Jose, CA, US, Pacific

COMPANY NAMES: Acer America Corp, San Jose, CA, US, SIC:5045;3571;6719,  
CLASSIFICATION CODES: 8651 (Computer industry); 7500 (Product planning &  
development)

DESCRIPTORS: Computer industry; Product introduction

TEXT:

...Personal Solution and Aspire Office Solution) contain the latest in  
communications and consumer electronics technologies. The new line of  
Aspire PCs feature one-button direct \*Internet\* connection; five hours per  
month of free \*Internet\* access for a year; a fully-featured telephone  
handset that attaches to either side of the Aspire \*monitor\* for a  
clutter-free desktop; unique Quick Start feature that allows users to turn  
off the power button and the PC will continue to accept...

29/K/7 (Item 7 from file: 635)

DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0339652 92-87124

Microsoft Windows for Workgroups 3.1 Makes Information Sharing Easier

PUBL DATE: 921027

WORD COUNT: 2,075

DATELINE: New York, NY, US

COMPANY NAMES: Microsoft Corp, Redmond, WA, US, DUNS:08-146-6849,  
SIC:7372,

Ticker:MSFT

CLASSIFICATION CODES: 8302 (Software and computer services); 7500 (Product  
planning & development)

DESCRIPTORS: Software industry; Product introduction; Middle Atlantic

TEXT:

...to connect two PCs in a complete Windows-based network.  
-- User Kits contain all hardware and software needed to connect an  
additiona PC to the \*network\*.

-- Software-only packages are available for users who are  
installing the operating system on PCs that are already \*networked\*, or

for \*users\* who want to \*purchase\* their own \*network\* cards.

The Starter Kits and User Kits are also available in the form of upgrade packages for current users of Windows 3.1. Software-only...a hard disk with 9.5MB of available memory (14.5MB are recommended); a VGA, super VGA, 8514/A, EGA, or video graphics adapter and \*monitor\* compatible with Windows 3.1 (color VGA or better resolution is recommended); and a Microsoft Windows-compatible \*network\* adapter card and cabling.

Windows for Workgroups is available in seven languages Dutch, English, French, German, Italian, Spanish and Swedish. Danish, Finnish, Norwegian and Portuguese...

29/K/8 (Item 8 from file: 635)

DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0298854 92-45387

HP Introduces Comprehensive Support-Management Tool for UNIX-Based Systems

PUBL DATE: 920601

WORD COUNT: 237

DATELINE: Palo Alto, CA, US

COMPANY NAMES: Hewlett-Packard Co, Palo Alto, CA, US, DUNS:00-912-2532, SIC:3825;3573, Ticker:HWP

CLASSIFICATION CODES: 8650 (Electrical & electronics industries); 7500 (Product planning & development)

DESCRIPTORS: Computer industry; Product introduction; Repair & maintenance; Pacific

SPECIAL FEATURE: Table

TEXT:

...thresholds.

The cluster monitoring tool provides the following innovations:

- treats the entire cluster of systems -- the server, clients and peripherals -- as one complete system. Other \*monitoring\* programs focus only on parts of this cluster;
- accesses information from specific nodes using \*networking\* daemons that eliminate the need to log on; and
- uses a Motif-based graphical user interface that displays the logical map of a cluster, or...

29/K/9 (Item 9 from file: 635)  
DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0286983 92-33381  
Church Moves Up Cable-Sale Deadline  
PUBL DATE: 920406  
WORD COUNT: 1,413  
DATELINE: Boston, MA, US

COMPANY NAMES: Monitor Channel, Boston, MA, US, SIC:4841,  
CLASSIFICATION CODES: 8330 (Broadcasting & telecommunications); 2330  
(Acquisitions & mergers)  
DESCRIPTORS: Cable TV; Religious organizations; Divestiture; New England  
SPECIAL FEATURE: Photo

TEXT:

Still without a \*buyer\* for their cable television \*network\* and running a deficit believed to be \$6.\*5\* million a month, the directors of the First Church of Christ, Scientist announced they will shut down the \*Monitor\* Channel if it is not sold by April 15, two months earlier than previously announced.

Also, in an apparent response to members' demand for an...as a modest asset in an industry where major networks such as the Discovery Channel have upward of 50 million subscribers. Analysts have said the \*network\* will be lucky to fetch \$20 million, and more likely \$5 million to \$10 million--if it can find a \*buyer\* at all.

29/K/10 (Item 10 from file: 635)  
DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0191538 91-12898  
Largest Chambers of Commerce in the Dallas Area: Ranked by Numbers of  
Members  
PUBL DATE: 910125  
WORD COUNT: 5,326  
DATELINE: TX, US

CLASSIFICATION CODES: 1120 (Economic policy & planning)  
DESCRIPTORS: Chambers of Commerce; Memberships; Rankings; Southwest  
SPECIAL FEATURE: Table

TEXT:

...J. Hensley  
REGULAR BOARD MEETINGS: 3rd Wednesday (noon)  
PUBLICATIONS: Mesquite Bulletin, Referral Guide  
SERVICES OFFERED TO  
MEMBERS: Membership luncheons, Business After  
Hours, monthly breakfst seminars,  
\*networking\*  
COMMUNITY SERVICES: Substance Abuse \*Awareness\* Week,  
Golf Tournament, civic auction,  
Ballonfest, Rodeo Parade Musicfest  
RANK/LAST YEAR'S RANK: Tied for 14th place/14  
NAME: Lewisville Chamber of Commerce  
ADDRESS...

...not disclose  
INSURANCE PLAN AVAILABLE: Not available or not applicable  
CHAIRPERSON: Bill Hamilton  
PRESIDENT: Janie Scarborough  
REGULAR BOARD MEETINGS: 1st Friday  
PUBLICATIONS: Branch Business, Directory & \*Buyer\*'s  
Guide  
SERVICES OFFERED TO  
MEMBERS: Monthly membership luncheons, staff &  
student appreciation luncheons,  
business seminars & \*networking\*  
COMMUNITY SERVICES: Folklore Festival, Christmas Past &  
Present, triathlon, golf tournament  
RANK/LAST YEAR'S RANK: 19/16  
NAME: Waxahachie Chamber of Commerce  
ADDRESS: P.O...  
?

29/K/11 (Item 11 from file: 635)

DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0164965 90-48167

**Top Computer Dealers in Orange County: Ranked by 1989 Computer Sales**

PUBL DATE: 900910

WORD COUNT: 5,134

DATELINE: CA, US

CLASSIFICATION CODES: 8390 (Retailing industry); 7300 (Sales & selling)

DESCRIPTORS: Computer stores; Corporate rankings; Sales; Pacific

SPECIAL FEATURE: Table

TEXT:

...SALES STAFF/TTL: 8/16  
OC LOCS/TTL: 2/3  
OC YEARS: 6  
BRANDS: Hewlett Packard, AST, Epson,  
Toshiba, ALR, NEC, Everex,  
Panasonic  
SERVICES: Novell \*networks\*, Unix multi-\*user\*  
systems, service \*contracts\*  
TRAINING: On-site and in-house  
OFFICIAL: Sid Louie  
TITLE: VP  
PHONE: 996-0690  
RANK: 6  
NAME: ComputerLand of Laguna Hills  
STREET: 24241 Avenida de...  
...STAFF/TTL: 5/8  
OC LOCS/TTL: 2/3  
OC YEARS: 6  
BRANDS: Hewlett Packard, AST, ALR, Epson,  
Toshiba, American Systec, Everex,  
NEC  
SERVICES: Novell \*networks\*, service \*contracts\*,  
Unix multi-\*user\* systems  
TRAINING: On-site and in-house training  
available  
OFFICIAL: Gary Koga  
TITLE: Manager  
PHONE: 261-8032  
RANK: 9  
NAME: Premium Connecting Point  
STREET: 11240...100  
SHOWROOM (SQ. FT.): 1,050  
SALES STAFF/TTL: 3/6  
OC LOCS/TTL: 1/1  
OC YEARS: 3  
BRANDS: Epson, 80 Data, Logitech, Resisys  
\*monitors\*, Goldstar products  
SERVICES: \*Networking\*, systems upgrade and  
repair, tech support, file/work-  
station service  
TRAINING: None available  
OFFICIAL: David Shaw  
TITLE: General Manager  
PHONE: 525-9131  
RANK: 20  
NAME...

29/K/12 (Item 12 from file: 635)

DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0149477 90-32523

**Top Computer Dealers in Orange County: Ranked by 1989 Computer Sales**

PUBL DATE: 900618

WORD COUNT: 3

DATELINE: CA, US

COMPANY NAMES: Inacomp Computer Centers Inc, Troy, MI, US, DUNS:05-243-0188  
                  , SIC:5081;6794;5734, Ticker:INAC  
                  Advanced Computer Products, Santa Ana, CA, US, SIC:5734,  
                  ComputerLand InfoSystems, Newport Beach, CA, US, SIC:5734,  
                  PC Systems Design Corp, Brea, CA, US, SIC:5734,  
                  Premium Connecting Point, Fountain Valley, CA, US, SIC:5734,

CLASSIFICATION CODES: 8390 (Retailing industry); 7300 (Sales & selling)

DESCRIPTORS: Computer stores; Corporate rankings; Sales; Product lines;  
                  Pacific

SPECIAL FEATURE: Table

TEXT:

...OC: 6

BRANDS SOLD

PARTIAL LIST OF COMPUTER

BRANDS STOCKED:

Hewlett Packard, AST,

Epson, Toshiba, ALR, NEC,

Everex, Panasonic

SERVICES

PARTIAL LIST OF ADDITIONAL

SERVICES OR SPECIALTIES:

Novell \*Networks\*, Unix

multi-\*user\* systems, service

\*contracts\*

TRAINING

AVAILABILITY AND DETAILS OF

TRAINING OFFERED:

On-site and in-house

TOP LOCAL OFFICIAL

NAME:

Sid Louie

TITLE:

vice president

PHONE:

996-0690

5...

...6

BRANDS SOLD

PARTIAL LIST OF COMPUTER

BRANDS STOCKED:

Hewlett Packard, AST, ALR,

Epson, Toshiba, American

Systec, Everex, NEC

SERVICES

PARTIAL LIST OF ADDITIONAL

SERVICES OR SPECIALTIES:

Novell \*networks\*, service

\*contracts\*, Unix multi-\*user\*

systems

TRAINING

AVAILABILITY AND DETAILS OF

TRAINING OFFERED:

On-site and in-house

training available

TOP LOCAL OFFICIAL

NAME:

Gary Koga

TITLE:

manager

PHONE:

261...TOTAL):

3/6

LOCATIONS (OC/TOTAL):

1/1

YEARS IN OC:

3

BRANDS SOLD

PARTIAL LIST OF COMPUTER

BRANDS STOCKED:

Epson, 80 Data, Logitech,

Resisys \*monitors\* and

Goldstar products

SERVICES

PARTIAL LIST OF ADDITIONAL

SERVICES OR SPECIALTIES:

\*Networking\*, systems upgrade

and repair, tech support,

file and workstation

workstation

TRAINING

AVAILABILITY AND DETAILS OF

Not available

TRAINING OFFERED:  
TOP LOCAL OFFICIAL...

**29/K/13 (Item 13 from file: 635)**  
DIALOG(R)File 635:(c) 2002 ProQuest Info&Learning. All rts. reserv.

0108454 89-32352

**Samsung Information Systems Announces \$2 Million Free Monitor Promotion**  
PUBL DATE: 890911  
WORD COUNT: 799  
DATELINE: San Jose, CA, US

COMPANY NAMES: Samsung Information Systems of America, San Jose, CA, US,  
SIC:7318;3571,  
CLASSIFICATION CODES: 8651 (Computer industry); 7500 (Product planning &  
development); 5230 (Computer hardware)  
DESCRIPTORS: Computer industry; Product management; Computer terminals;  
Local area networks; Compatible hardware; Work stations; Pacific  
NAMED PERSONS: Kohn, Stephen; Leonardo, Lou

TEXT:

Samsung Information Systems Monday announced \*LAN\* ValuePak, a \$2 million free monitor promotion for its customers of local area \*networking\* products.

During the month of October \*customers\* will have the option to \*purchase\* four different Samsung/Novell bundled \*LAN\* packages and receive free \*monitors\* for each \*LAN\* package \*purchased\*.

Each package entitles the \*customer\* to a specified number of VGA monochrome \*monitors\* without charge. The company will give away \$1.\*5\* million (retail value) worth of \*monitors\* and provide approximately \$1 million in advertising and promotional support for resellers. Samsung \*LAN\* products were co-developed and co-labeled with Novell Inc. and are certified by Novell's Independent Manufacturer's Support Program.

"The LAN packages created...

**29/K/14 (Item 1 from file: 570)**  
DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

02182259 Supplier Number: 81305424 (USE FORMAT 7 FOR FULLTEXT)  
**Holiday shoppers click on value. (e-Watch). (Brief Article) (Statistical Data Included)**

Jan 7, 2002

Word Count: 134

PUBLISHER NAME: Lebhar-Friedman, Inc.

EVENT NAMES: \*240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4811520 (Online Services); 5200000 (Retail Trade)

INDUSTRY NAMES: BUSN (Any type of business); RETL (Retailing)

SIC CODES: 4822 (Telegraph & other communications)

NAICS CODES: 514191 (On-Line Information Services)

SPECIAL FEATURES: INDUSTRY

ADVERTISING CODES: 33 Consumer Attitudes

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

BOSTON - While leading \*Web\* \*sites\* experienced substantial holiday shopping traffic, this year showed a clear "down-\*shopping\*" trend among online \*consumers\*, indicating "value" was paramount this past holiday. Compete Inc., an advisory services firm that \*monitors\* online consumer behavior, noted discounter sites, such as Walmart.com and Target.com, experienced overall traffic growth of 2.\*5\* times their standard traffic



levels and significantly increased the percentage of people purchasing from their sites. Compete's analysis of the top-selling products revealed...

**29/K/15 (Item 2 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

02161018 Supplier Number: 80062733 (USE FORMAT 7 FOR FULLTEXT)

**DATABASE. (Brief Article)**

Nov, 2001

Word Count: 72

PUBLISHER NAME: North American Publishing Company

EVENT NAMES: \*220 (Strategy & planning)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*9911400 (Management Development)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

ADVERTISING CODES: 55 Company Planning/Goals

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

...marketers need to consider the lifetime values of the customers they seek. For tips on how to help your company stay competitive, and how to \*discover\* \*actionable\* techniques for finding new \*customers\*, download the brochure "\*5\* Strategies for Growth" from Harris InfoSource at \*www\*.harrisinfo.com.

**29/K/16 (Item 3 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

02103409 Supplier Number: 76448420 (USE FORMAT 7 FOR FULLTEXT)

**Cable Nets Face A Hostile Market. (cable television networks advertising market) (Statistical Data Included)**

July 2, 2001

Word Count: 1196

PUBLISHER NAME: BPI Communications, Inc.

EVENT NAMES: \*010 (Forecasts, trends, outlooks); 600 (Market information - general)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*7313240 (Cable Television Advertising); 4834100 (Cable Television Networks)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

SIC CODES: 7313 (Radio, TV, publisher representatives); 4841 (Cable and other pay TV services)

NAICS CODES: 54184 (Media Representatives); 51321 (Cable Networks)

ADVERTISING CODES: 85 Industry Market Data

... s share of the anticipated \$4.0-\$4.5 billion cable upfront market this year. But the rapid growth of cable's second tier of \*networks\*, some of which are listed below, has made them major players and offered more alternatives to advertisers, particularly in a \*buyers\*-market upfront:

Distribution (in million  
of homes)

*Network*	1996	2001
Animal Planet	N.A.**	70.6
Cartoon *Network*	31.8	73.1
Comedy Central	44.0	72.3
E!	42.7	71.0
Food Network	19.2	59.0
History Channel	29.4...	

**29/K/17 (Item 4 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

02046319 Supplier Number: 71316923 (USE FORMAT 7 FOR FULLTEXT)  
**Ipoints goes for broke to get more customers.(internet reward schemes)**  
March, 2001  
Word Count: 1580  
PUBLISHER NAME: Centaur Publishing Ltd.  
COMPANY NAMES: \*ipoints.co.uk  
EVENT NAMES: \*240 (Marketing procedures)  
GEOGRAPHIC NAMES: \*4EUUK (United Kingdom)  
PRODUCT NAMES: \*4811520 (Online Services)  
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business); INTL (Business, International)  
SIC CODES: 4822 (Telegraph & other communications)  
NAICS CODES: 514191 (On-Line Information Services)  
SPECIAL FEATURES: COMPANY  
ADVERTISING CODES: 25 New Electronic Marketing

... company claims to be gaining new members, and its 2000 Christmas sales were reportedly up 500% on those of 1999. Yet at the same time, \*internet\* \*shoppers\* do not seem to be \*aware\* of its ipoints scheme, even if it is \*associated\* with high-profile \*retailers\*. O'Sullivan insists that ipoints will not make the mistake of so many dot.com casualties, trying to revolutionise retailing with a big name and...

**29/K/18 (Item 5 from file: 570)**  
DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

02016022 Supplier Number: 68365083 (USE FORMAT 7 FOR FULLTEXT)  
**THE MUSIC MONITOR NETWORK.**  
Dec 23, 2000  
Word Count: 141  
PUBLISHER NAME: BPI Communications, Inc.  
INDUSTRY NAMES: ARTS (Arts and Entertainment)

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
THE MUSIC \*MONITOR\* \*NETWORK\* is partnering with Liquid Audio on a twodisc promotional give-away that includes Liquid Player \*5\*.0 software. The Music \*Monitor\* \*Network\* and Wind-Up Entertainment manufactured 28,000 units of the double-GD set, called "\*Monitor\* This!," which will be distributed free to \*consumers\* with the \*purchase\* of a GD from an artist featured on one of the two promotional CDs. The first disc contains 20 tracks by such acts as Fatboy...

**29/K/19 (Item 6 from file: 570)**  
DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01993453 Supplier Number: 65836972  
**Russia: Internet advertising in Russia is growing.(Brief Article)**  
Sept 12, 2000  
PUBLISHER NAME: Izdatel'stvo Agentstva pechati Novosti  
EVENT NAMES: \*650 (Sales & consumption)  
GEOGRAPHIC NAMES: \*4EXRU (Russia)  
PRODUCT NAMES: \*4811520 (Online Services); 7319000 (Advertising Services NEC)  
INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business); INTL (Business, International)  
SIC CODES: 4822 (Telegraph & other communications); 7319 (Advertising, not elsewhere classified)  
NAICS CODES: 514191 (On-Line Information Services); 54189 (Other Services Related to Advertising)  
SPECIAL FEATURES: LOB  
ADVERTISING CODES: 85 Industry Market Data

ABSTRACT:  
.Russia) and Gallup Media (Moscow, Russia) have reported that the market

for Russian language content is bigger than that for English content, with 31% of \*Internet\* users suggesting that they use Russian sites more often than English sites and 25% of users using Russian sites only. According to \*Monitoring\*.ru research, Moscow and St. Petersburg together account for only 25% of the \*Internet\* audience with about 75% of Russian \*Internet\* users living outside the two cities. Almost half of the Internet audience is located in cities with populations of under one mil. In more remote...

...players to leapfrog traditional retail infrastructure that has not established itself. Siberia and the Far East account for the largest share of the regional regular \*Internet\* audience. The big trend in e-commerce is the delivery of old-economy goods - \*books\* and computer hardware - to \*consumers\* at lower prices. ...

**29/K/20 (Item 7 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01908834 Supplier Number: 62658464 (USE FORMAT 7 FOR FULLTEXT)

**Making an impression; Online ad networks help b-to-c companies today, now they want b-to-b.**

June 5, 2000

Word Count: 1332

PUBLISHER NAME: Crain Communications, Inc.

COMPANY NAMES: \*Beyond Interactive

EVENT NAMES: \*240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*7319000 (Advertising Services NEC)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

SIC CODES: 7319 (Advertising, not elsewhere classified)

NAICS CODES: 54189 (Other Services Related to Advertising)

SPECIAL FEATURES: LOB; COMPANY

ADVERTISING CODES: 45 Agency Planning/Goals

... publishers in vertical industries. Such direct marketing firms as VentureDirect Worldwide Inc., Harte-Hanks Inc. and American List Council -- long the also-rans in the \*Internet\* game -- are beginning to unify b-to-b print and online purchases. Critical merger The merger of traditional and new media \*networks\* will be critical for media \*buyers\*, said Chad Roffers, senior VP-online sales for trading exchange OneMediaPlace. "Convergence is absolutely something that's coming \*5\*/8 and coming faster than people might think," Roffers said. "We've seen demand for cross-media packages for 12 months. It is the better...

**29/K/21 (Item 8 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01906165 Supplier Number: 62199991 (USE FORMAT 7 FOR FULLTEXT)

**Branding A Hard Sell for Banks: Financial institutions are struggling-especially online-to make a positive impression on consumers. Successes are few. (Industry Trend or Event)**

May, 2000

Word Count: 2945

PUBLISHER NAME: American Banker-Bond Buyer

EVENT NAMES: \*240 (Marketing procedures); 600 (Market information - general)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*6010000 (Banking Institutions); 6000000 (Financial Services); 6020000 (Commercial Banks)

INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business); CMPT (Computers and Office Automation)

SIC CODES: 6000 (DEPOSITORY INSTITUTIONS); 6020 (Commercial Banks)

NAICS CODES: 5221 (Depository Credit Intermediation); 52 (Finance and Insurance); 52211 (Commercial Banking)

SPECIAL FEATURES: INDUSTRY

ADVERTISING CODES: 51 Positioning

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...the advent of comparison shopping sites, he notes. Though these are less of a factor in banking than in, say, insurance, he says that "comparison \*shopping\* is more influential than other \*users\*' opinions, banner ads, etc." Personalization, along with site \*navigation\*, education and \*customer\* service, was another contributing factor, Cyber Dialogue found. In a study of 25 financial \*Web\* \*sites\* done late last year by Speer & Associates Inc., Atlanta, Amex was the only one whose site was deemed to be personalized. Meanwhile, another study last...

**29/K/22 (Item 9 from file: 570)**

DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01880316 Supplier Number: 61495581 (USE FORMAT 7 FOR FULLTEXT)

**Wrestling has choke-hold on cable fans;WWF, WCW, ECW score with young male target market.**

April 10, 2000

Word Count: 1550

PUBLISHER NAME: Crain Communications, Inc.

COMPANY NAMES: \*World Championship Wrestling; World Wrestling Federation Entertainment Inc.

EVENT NAMES: \*242 (Advertising)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*7310000 (Advertising Services); 7999000 (Recreation NEC)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

SIC CODES: 7310 (Advertising); 7999 (Amusement and recreation, not elsewhere classified)

NAICS CODES: 5418 (Advertising and Related Services); 71399 (All Other Amusement and Recreation Industries)

TICKER SYMBOLS: WWFE

SPECIAL FEATURES: LOB; INDUSTRY; COMPANY

ADVERTISING CODES: 81 Demographics

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...the WWF's fastest-growing audience segment. "You can hardly buy a more efficient vehicle for teens than wrestling," says Karen Van Prooyen, a media \*buyer\* with Starcom USA, Chicago, which \*buys\* ads for Nintendo of America and H.J. Heinz Co., among others. "I buy it for all teens, not just male teens." It's not just TV, either. The self-contained world of pro wrestling promotions encompass in-house magazines, \*Internet\* properties and on-site promotions at live wrestling events; the organizations are keenly \*aware\* of the marketing possibilities. REVENUES UP WCW revenues from ad sales reportedly reached \$75 million last year, up 44% from 1998. The WWF, which went...

**29/K/23 (Item 10 from file: 570)**

DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01808350 Supplier Number: 56646030 (USE FORMAT 7 FOR FULLTEXT)

**ROSS-SIMONS EMBRACES THE INTERNET.**

Oct 11, 1999

Word Count: 738

PUBLISHER NAME: Fairchild Publications, Inc.

COMPANY NAMES: \*Ross-Simons Jewelers Inc.

EVENT NAMES: \*240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4811524 (Teleshopping Services); 5719000 (Home Furnishings Stores)

INDUSTRY NAMES: BUSN (Any type of business); HOME (Home Furnishings)

NAICS CODES: 4811 All other Information Services; 442299 (All Other

Home Furnishings Stores)  
SPECIAL FEATURES: LOB; COMPANY  
ADVERTISING CODES: 25 New Electronic Marketing

... customers to the site using postcards, magazine ads and newspaper ads in national newspapers like The Wall Street Journal. Once they've arrived at the \*Web\* \*site\*, customers are currently greeted by an \*Internet\*-only promotion that offers \*shoppers\* a chance to win a \$\*5\*,000 Ross-Simons shopping spree. A billboard is also being tested in Providence, R.I. And in each case, said Driscoll, the ads promote only the company's \*Web\* \*site\* -- not its product or retail stores. "Customers are already \*aware\* of our retail locations. We want to let them know they have another way to shop at Ross-Simons."

The goal of the company's...

**29/K/24 (Item 11 from file: 570)**  
DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01797980 Supplier Number: 55764142 (USE FORMAT 7 FOR FULLTEXT)  
**British Gas examines home security appeal.**  
Sept 6, 1999  
Word Count: 271  
PUBLISHER NAME: Centaur Publishing Ltd.  
COMPANY NAMES: \*British Gas PLC  
EVENT NAMES: \*240 (Marketing procedures)  
GEOGRAPHIC NAMES: \*4EUUK (United Kingdom)  
PRODUCT NAMES: \*4920000 (Gas Utilities)  
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business); INTL (Business, International)  
NAICS CODES: 22121 (Natural Gas Distribution)  
SPECIAL FEATURES: INDUSTRY; COMPANY  
ADVERTISING CODES: 24 Direct Marketing

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...the 1.5 million names on the company[superscript one]s maintenance service database until mid-September. The postcard will list a telephone number and \*Web\* \*site\* - these will be \*monitored\* to gauge if \*customers\* wish to \*buy\* a British Gas Home Security system with the added advantage of a third off British Gas home insurance. Consumers may also opt for the standard...

**29/K/25 (Item 12 from file: 570)**  
DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01754281 Supplier Number: 54663841 (USE FORMAT 7 FOR FULLTEXT)  
**Discover's Courtship With Merchants. (With David Nelms now at the helm, Discover is refocusing on merchants and preparing for international expansion.)**  
May, 1999  
Word Count: 977  
PUBLISHER NAME: Faulkner & Gray, Inc.  
COMPANY NAMES: \*Discover Financial Services Inc.  
EVENT NAMES: \*240 (Marketing procedures); 600 (Market information - general)  
GEOGRAPHIC NAMES: \*1USA (United States)  
PRODUCT NAMES: \*6141000 (Nonbank Credit Card Firms); 6020008 (Bank Credit Cards)  
INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business)  
NAICS CODES: 52221 (Credit Card Issuing); 52211 (Commercial Banking)  
SPECIAL FEATURES: LOB; COMPANY  
ADVERTISING CODES: 79 Promotion; 55 Company Planning/Goals

... down its credit card sales, it got into the platinum card game

in December and unveiled several Internet initiatives, including online payment and a new \*Internet\* shopping link, the Discover ShopCenter.

This year, the issuer is focusing on increasing the number of customers using the Internet to \*purchase\* goods and services. \*Discover\* introduced a cobranded \*Internet\* service for its cardholders in May 1998 called \*Discover\* Connection. By paying \$19.95 per month, cardholders will receive unlimited \*Internet\* access, personalized content, and merchandise discounts. If they use their \*Discover\* card to pay for the service, they'll earn \*5\*% cash back on the monthly fee. To provide the service, \*Discover\* allied with EarthLink To-talAccess, an \*Internet\* service provider based in Pasadena, Calif., and Planet Direct, a personalized \*World\* \*Wide\* \*Web\* service headquartered in Andover, Mass.

With its domestic house changing to a new order, Discover is preparing its long-awaited international expansion. "I expect an...

**29/K/26 (Item 13 from file: 570)**

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01736267 Supplier Number: 54123996 (USE FORMAT 7 FOR FULLTEXT)

**Buena Vista Home Entertainment.**

March 15, 1999

Word Count: 221

PUBLISHER NAME: Warren Publishing, Inc.

COMPANY NAMES: \*Buena Vista Home Entertainment Inc.; Disney Interactive

EVENT NAMES: \*336 (Product introduction); 240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*3652070 (Video Recordings)

INDUSTRY NAMES: BUSN (Any type of business); ELEC (Electronics)

SIC CODES: 7810 (Motion Picture Production & Services)

NAICS CODES: 5121 (Motion Picture and Video Industries)

SPECIAL FEATURES: COMPANY

ADVERTISING CODES: 79 Promotion

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...23 day-and-date release of \$60 million box-office grossing Mighty Joe Young to VHS sellthrough market (\$24.99) and DVD (\$29.99) with \$\*5\* mail-in rebate for \*consumers\* who \*buy\* another eligible Disney title. \*Awareness\* for title, which makes video debut only 3 months after theatrical release, will be increased through additional advertising on TV, radio, print, \*Internet\*. BVHE's April 20 release of \$150 million box-office grossing A Bug's Life (\$26.99 VHS clamshell, \$29.99 VHS widescreen, \$34.99...

**29/K/27 (Item 14 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01674686 Supplier Number: 50193975 (USE FORMAT 7 FOR FULLTEXT)

**MSOs: We Want More Local Avails**

July 20, 1998

Word Count: 812

PUBLISHER NAME: Cahnners Publishing Company

COMPANY NAMES: \*Cox Communications Inc.

EVENT NAMES: \*240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4830000 (Broadcasting)

INDUSTRY NAMES: ARTS (Arts and Entertainment); BUSN (Any type of business)

NAICS CODES: 5131 (Radio and Television Broadcasting)

SPECIAL FEATURES: INDUSTRY; COMPANY

ADVERTISING CODES: 21 Television; 52 Advertising Activity

... are "too low."

But network executives said that complaint was unrealistic, and that it fails to take into account advertiser and agency resistance. Many major \*networks\*, they said, asked for considerably higher CPMs during the

upfront, with several seeking increases into the double-digits.

Ad-agency \*buyers\* and their clients balked and bargained those rate hikes downward, one \*network\* executive said. Consequently, as various \*buyers\* and sellers have said during the 1998-99 upfront marketplace, the cable \*networks\*' overall CPM-increase range wound up between \*5\* percent and 11 percent, with A&E \*Network\* and \*Discovery\* Channel in the elite bracket, commanding upticks in the 10 percent to 11 percent range. A year ago, some recalled, cable's CPM growth was...

**29/K/28 (Item 15 from file: 570)**

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01667327 Supplier Number: 50115942 (USE FORMAT 7 FOR FULLTEXT)

**CondeNet Goes Offline to Plug Its Four Online Properties**

May 18, 1998

Word Count: 343

PUBLISHER NAME: BPI Communications, Inc.

COMPANY NAMES: \*CondeNet Inc.

EVENT NAMES: \*242 (Advertising)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4811526 (Online Electronic Publishing)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

NAICS CODES: 511199 (All Other Publishers)

SPECIAL FEATURES: COMPANY

ADVERTISING CODES: 23 Print Media; 25 New Electronic Marketing; 27

Out-of-Home Advertising; 54 Corporate Images; 55 Company

Planning/Goals; 79 Promotion

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

With designs on building \*awareness\* and ultimately a loyal reader base for its top \*Web\* \*sites\*, CondeNet, the 3-year-old online publishing division of Conde Nast, will launch its first traditional media campaign. Print ads in trade publications break at...

**29/K/29 (Item 16 from file: 570)**

DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01660594 Supplier Number: 48487709 (USE FORMAT 7 FOR FULLTEXT)

**CondeNet Goes Offline to Plug Its Four Online Properties**

May 18, 1998

Word Count: 343

PUBLISHER NAME: BPI Communications, Inc.

COMPANY NAMES: \*CondeNet

EVENT NAMES: \*240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4811526 (Online Electronic Publishing)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

NAICS CODES: 511199 (All Other Publishers)

SPECIAL FEATURES: COMPANY

ADVERTISING CODES: 65 Media Planning/Goals

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

With designs on building \*awareness\* and ultimately a loyal reader base for its top \*Web\* \*sites\*, CondeNet, the 3-year-old online publishing division of Conde Nast, will launch its first traditional media campaign. Print ads in trade publications break at...

**29/K/30 (Item 17 from file: 570)**

DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01637179 Supplier Number: 48201160

**The inside story on Centurion.**

Jan, 1998

PUBLISHER NAME: Adams Business Media

COMPANY NAMES: \*Schlumberger Ltd.

EVENT NAMES: \*330 (Product information); 336 (Product introduction)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*3078960 (Plastic Credit & ID Cards); 3078963 (Magnetic Plastic ID Cards); 3533372 (Oil & Gas Metering Equip)

INDUSTRY NAMES: BUSN (Any type of business); OIL (Petroleum, Energy Resources and Mining)

NAICS CODES: 326199 (All Other Plastics Product Manufacturing); 333132 (Oil and Gas Field Machinery and Equipment Manufacturing)

TICKER SYMBOLS: SLB

TRADE NAMES: Cardsmart; Centurion

SPECIAL FEATURES: COMPANY

ADVERTISING CODES: 57 New Products/Services; 59 Channels of Distribution

**ABSTRACT:**

...sales both in the forecourt and inside the store. The product's consumer interface offers ease in location and using options offered. Centurion's centered \*monitor\* also permits four-color advertising. The local-area-\*network\* (\*LAN\*) design enables it to communicate with multiple peripherals by a \*5\*-wire bus that runs the perimeter of the electronic housing. The dispenser also has its Cardsmart capability allowing \*users\* flexibility and efficiency in \*transaction\* by various pay-at-the-pump choices, such cash, credit and debit. ...

**29/K/31 (Item 18 from file: 570)**

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01606273 Supplier Number: 47170952

**Sweetie D.Ming.**

March 1, 1997

PUBLISHER NAME: Intertec Publishing Corporation, A PRIMEDIA Co.

COMPANY NAMES: \*Comedy Central Inc.; Discover Card Services Inc.

EVENT NAMES: \*242 (Advertising); 380 (Strategic alliances)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4834100 (Cable Television Networks); 6141000 (Nonbank Credit Card Firms)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

NAICS CODES: 51321 (Cable Networks); 52221 (Credit Card Issuing)

SPECIAL FEATURES: LOB; COMPANY

ADVERTISING CODES: 21 Television; 58 Licensing/Sales Agreements; 79 Promotion

**ABSTRACT:**

...other hand, the company teamed with Absolutely Fabulous's producer Comedy Central and Polygram Video to promote the program's movie spinoff, "The Last Shout". \*Buyers\* who use \*Discover\* Card are given a \$\*5\* discount when they buy a copy of the film at Best Video's \*Web\* \*site\*.

**29/K/32 (Item 19 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01563292 Supplier Number: 46602771 (USE FORMAT 7 FOR FULLTEXT)

**US Robotics in consumer data drive**

August 5, 1996

Word Count: 199

PUBLISHER NAME: Centaur Publishing Ltd.

COMPANY NAMES: \*Reflex Design Group; U.S. Robotics Inc.

EVENT NAMES: \*480 (Use of services); 610 (Contracts & orders received)

GEOGRAPHIC NAMES: \*4EUUK (United Kingdom); 1USA (United States)



PRODUCT NAMES: \*3661271 (Data Modems); 7331000 (Direct Mail Advertising Services)  
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business); INTL (Business, International)  
NAICS CODES: 334418 (Printed Circuit Assembly (Electronic Assembly Manufacturing)); 54186 (Direct Mail Advertising)  
TICKER SYMBOLS: USRX  
SPECIAL FEATURES: LOB; COMPANY  
ADVERTISING AGENCY: Reflex Design Group  
ADVERTISING CODES: 24 Direct Marketing; 42 Account Activity; 52 Advertising Activity; 72 Design/Copy; 81 Demographics

... PC user. We decided to try and accumulate some new data on non-business end users who are interested in using a modem and the \*Internet\*, she says.

For those who purchase the Sportster Voice, a free trial of the \*Internet\* is offered as part of the deal. US Robotics has also mailed its \*5\*,000 UK retailers to make them \*aware\* of the campaign, since not all \*buyers\* will be \*buying\* direct.

**29/K/33 (Item 20 from file: 570)**

DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01556054 Supplier Number: 46488008 (USE FORMAT 7 FOR FULLTEXT)

#### **Have-Not Nets Struggling**

June 24, 1996

Word Count: 575

PUBLISHER NAME: BPI Communications, Inc.

EVENT NAMES: \*220 (Strategy & planning)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4834000 (Cable Television Services); 7313240 (Cable Television Advertising)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

NAICS CODES: 51321 (Cable Networks); 54184 (Media Representatives)

SPECIAL FEATURES: LOB

ADVERTISING CODES: 85 Industry Market Data

... said, is in the 7-percent range, and this week CNN expects to pass the halfway point in upfront inventory sold.

The other large cable \*networks\* - \*Discovery\*, Lifetime, Family Channel and Weather Channel - have been quite frustrated by the low increases of large-dollar volume deals the general entertainment \*networks\* cut early in the upfront. 'They're bitching like crazy, because the big guys have been closing deals at low increases,' said one bemused agency media \*buyer\*. 'We've made a clear statement to them: Don't even bother submitting budgets if you're north of \*5\* percent.'

Smaller cable \*networks\* - those at or under 30 million subscribers - are rapidly discovering a disturbing trend: Agencies are consolidating their dealings with cable to fewer networks. Networks such...

**29/K/34 (Item 21 from file: 570)**

DIALOG(R) File 570:(c) 2002 The Gale Group. All rts. reserv.

01549354 Supplier Number: 46390889

#### **How Wall Street Whiz Found a Niche Selling Books on the Internet**

May 16, 1996

PUBLISHER NAME: Dow Jones & Company, Inc.

COMPANY NAMES: \*Amazon.Com

EVENT NAMES: \*220 (Strategy & planning); 240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4811524 (Teleshopping Services); 2731000 (Book Publishing)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 51113 (All Other Information Services); 51113 (Book

Publishers)  
SPECIAL FEATURES: LOB; COMPANY  
ADVERTISING CODES: 25 New Electronic Marketing; 55 Company  
Planning/Goals

ABSTRACT:

...Com Inc. lets Internet users traverse through a database of 1.1 million book titles by either subject or name via its site on the \*World\* \*Wide\* \*Web\*. Amazon, founded last summer by Jeffrey Bezos, has not turned a profit, but is on its way to making over \$\*5\* million in sales this year. Bezos has apparently \*discovered\* a niche market of one of the few products that \*consumers\* want to \*buy\* online. Amazon consists of 33 employees, has no salespeople and no expensive furnishings. Amazon is available for business 24 hours a day and has customers in 66 countries. The \*Web\* \*site\* features capsule descriptions and reviews from many \*books\*. The \*user\* will also receive information on related titles when a book is selected and can receive a supply of recommendations to the user's electronic mail...

29/K/35 (Item 22 from file: 570)  
DIALOG(R) File 570: (c) 2002 The Gale Group. All rts. reserv.

01536661 Supplier Number: 46197953 (USE FORMAT 7 FOR FULLTEXT)  
**Entex Touts New Strategies, Services**  
March 4, 1996  
Word Count: 519  
PUBLISHER NAME: CMP Media, Inc.  
COMPANY NAMES: \*Entex Information Services  
EVENT NAMES: \*650 (Sales & consumption); 240 (Marketing procedures); 220  
(Strategy & planning)  
GEOGRAPHIC NAMES: \*1USA (United States)  
PRODUCT NAMES: \*7377000 (Computer Engineering Services)  
INDUSTRY NAMES: BUSN (Any type of business); CMPT (Computers and Office  
Automation)  
NAICS CODES: 811212 (Computer and Office Machine Repair and Maintenance)  
TRADE NAMES: Systems integrators  
SPECIAL FEATURES: LOB; COMPANY  
ADVERTISING CODES: 78 Slogan

... organizes "technology experts" around CPUs, including desktops, services and laptops, each with its own product-management team; and around peripherals and complementary products, including printers, \*monitors\*, \*networks\*, modems, mass storage and software.

Eric Walton, Entex's new vice president for product management and a former MicroAge Inc. executive, is overseeing the change...

29/K/36 (Item 23 from file: 570)  
DIALOG(R) File 570: (c) 2002 The Gale Group. All rts. reserv.

01348028 Supplier Number: 43663689 (USE FORMAT 7 FOR FULLTEXT)  
**1st QTR TV**  
Feb 22, 1993  
Word Count: 144  
PUBLISHER NAME: BPI Communications, Inc.  
EVENT NAMES: \*600 (Market information - general)  
GEOGRAPHIC NAMES: \*1USA (United States)  
PRODUCT NAMES: \*7313200 (Television Advertising)  
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)  
NAICS CODES: 54184 (Media Representatives)  
ADVERTISING CODES: 85 Industry Market Data; 52 Advertising Activity; 21  
Television

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

The book on 1st QTR is ... ed, with only second and third-tier

\*networks\* scrambling to fill last-minute avails. 2nd QTR rolls along with niche networks writing more business than the broad-based nets. One New York \*buyer\* said the niche nets are 'seeing some tightness in April' because specific nights and programs are filling. But no \*network\* is getting more than a 10 percent CPM increase over '92. \*Buyers\* say CPMs are 2-\*5\* percent above '92. More than one \*buyer\* mentioned hotel dollars flowing to sports, news and travel \*networks\*; ditto food and petroleum. \*Buyers\* say kids is a big yawn; they've seen the nets' offerings and aren't impressed. The Family Channel booked Bristol-Myers, Mattel and Clorox...

**29/K/37 (Item 24 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01291157 Supplier Number: 43061573 (USE FORMAT 7 FOR FULLTEXT)

**cable marketplace**

June 8, 1992

Word Count: 172

PUBLISHER NAME: BPI Communications, Inc.

EVENT NAMES: \*600 (Market information - general)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*7313240 (Cable Television Advertising)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

NAICS CODES: 54184 (Media Representatives)

ADVERTISING CODES: 85 Industry Market Data

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

...Discovery Channel. "The upfront will be characterized by sudden flurries of activity, then a lull, and additional flurries and another lull." As of now, cable \*network\* execs are waiting for the 3rd QTR. to break.

\*Networks\* are between 50 and 70 percent sold for 3rd QTR., but execs have been seeking CPM increases. "They're pretty bullish," said one \*buyer\*, who's been receiving aggressive CPM responses on his scatter plans.

\*Network\* execs predict upfront CPM increases ranging from the teens to the low 20s, while \*buyers\* say they won't go past \*5\* percent. Movie studios are active. Lisa Marie Petersen

**29/K/38 (Item 25 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01274544 Supplier Number: 42907868 (USE FORMAT 7 FOR FULLTEXT)

**Monitor Channel To Go Black Wednesday**

April 13, 1992

Word Count: 52

PUBLISHER NAME: BPI Communications, Inc.

COMPANY NAMES: \*Monitor Television Inc.

EVENT NAMES: \*120 (Organizational history)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4834000 (Cable Television Services)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

NAICS CODES: 51321 (Cable Networks)

SPECIAL FEATURES: LOB; COMPANY

ADVERTISING CODES: 61 Media Financial Data; 65 Media Planning/Goals

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

BOSTON - The First Church of Christ, Scientist, will close The \*Monitor\* Channel (TMC) cable \*network\* on Wednesday if a \*buyer\* is not found. The church announced last month that the sinking operation - which reportedly loses \$6.\*5\* million a month - would close June 15. No reason was given for the deadline change.

**29/K/39 (Item 26 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01274527 Supplier Number: 42907851 (USE FORMAT 7 FOR FULLTEXT)

**Monitor Channel to Go Black**

April 13, 1992

Word Count: 72

PUBLISHER NAME: BPI Communications, Inc.

COMPANY NAMES: \*Monitor Television Inc.; Providence (RI) Journal

EVENT NAMES: \*160 (Asset sales & divestitures); 150 (Acquisitions & mergers)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*4834000 (Cable Television Services); 2711000 (Newspapers)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

NAICS CODES: 51321 (Cable Networks); 51111 (Newspaper Publishers)

SPECIAL FEATURES: LOB; COMPANY

ADVERTISING CODES: 69 Media Formation/Mergers

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

BOSTON - The First Church of Christ, Scientist, will close The \*Monitor\* Channel (TMC) cable \*network\* on Wednesday if a \*buyer\* is not found. The church announced last month that the sinking operation - which reportedly loses \$6.\*5\*-million a month - would close June 15. No reason was given for the deadline change. The Providence Journal Co., publisher of the Journal-Bulletin, surfaced...

**29/K/40 (Item 27 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01029199 Supplier Number: 40403459

**10 Net Confronts LAN leaders**

June, 1988

PUBLISHER NAME: BPI Communications, Inc.

COMPANY NAMES: \*10NET Communications

EVENT NAMES: \*240 (Marketing procedures); 610 (Contracts & orders received)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*3661205 (Local Area Networks)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business); CMPT (Computers and Office Automation)

NAICS CODES: 33421 (Telephone Apparatus Manufacturing)

SPECIAL FEATURES: illustration; photograph

SPECIAL FEATURES: COMPANY

ADVERTISING CODES: 74 Campaign Launched; 42 Account Activity; 52 Advertising Activity; 72 Design/Copy; 23 Print Media

**ABSTRACT:**

...an ad campaign promoting its success in foreign markets, which accounted for 50% of the company's profits in 1987. The campaign, designed to increase \*awareness\* of the company in the US, is budgeted at \$1 mil via the Martin Agency (Richmond, VA) and shows 12 happy \*buyers\* from 12 countries praising company products in their own languages under a headline that says 'When our customers talk about \*LAN\*, they don't mince words.' The campaign will run in LAN Magazine, PC magazine, PC Week and Information Week. 10 Net, a unit of Digital...

**29/K/41 (Item 28 from file: 570)**

DIALOG(R)File 570:(c) 2002 The Gale Group. All rts. reserv.

01000465 Supplier Number: 39323889

**Special Report: Personal Computer Marketing.**

March 5, 1984

PUBLISHER NAME: Crain Communications, Inc.

EVENT NAMES: \*240 (Marketing procedures)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*3573099 (Computer Systems NEC)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN  
(Any type of business)

NAICS CODES: 334111 (Electronic Computer Manufacturing)

ADVERTISING CODES: 32 Marketing/Advertising Methods

ABSTRACT:

...no computer on the market today technologically stands ahead of the competition in its niche. The real differences are found in price, service, compatibility, distributor \*networks\* and perhaps most importantly, image and corporate identity. Since today's \*buyer\* is more concerned with ease of use and the manufacturer's reliability, he is more likely to be influenced by advertising than ever before. Special...

**29/K/42 (Item 1 from file: 630)**

DIALOG(R)File 630:(c) 2002 Los Angeles Times. All rts. reserv.

01409666 (USE FORMAT 7 FOR FULLTEXT)

**Free-Computer Offers Contain Some Catches**

**Technology:** PC makers and ISPs link up to lure consumers. But takers might be locked in to fees and speeds, while industry gets faster and cheaper, analysts say.

Saturday July 3, 1999

WORD COUNT: 467

COMPANY NAMES (DIALOG GENERATED): America Securities ; Best Buy ;

CompuServe ; International Data Corp ; Microsoft Network ; Staples

DESCRIPTORS: COMPUTER SERVICES INDUSTRY; INTERNET (COMPUTER NETWORK);

PERSONAL COMPUTERS; RETAIL SALES; COMPUTER INDUSTRY; TECHNOLOGY;

INCENTIVES; GIFTS

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...s CompuServe unit, the Microsoft Network and Prodigy generally give computer buyers \$400 off a new computer when they commit themselves to three years of \*Internet\* access at current rates of about \$20 a month.

For \*buyers\* of computers made by Irvine-based EMachines, which makes machines costing as little as \$399 without \*monitors\*, the offers might indeed appear to amount to a free computer. (\*Buyers\* of more expensive computers get a \$400 rebate on their \*purchase\* price.) Yet many \*consumers\* are sure to realize that \*Internet\* access is likely to get faster and cheaper--perhaps as little as \$\*5\* monthly sometime in the next few years.

**29/K/43 (Item 2 from file: 630)**

DIALOG(R)File 630:(c) 2002 Los Angeles Times. All rts. reserv.

01366934 (USE FORMAT 7 FOR FULLTEXT)

**HEARD ON THE BEAT / IN ORANGE COUNTY**

**Web Sites Venting Customers' Fury Over Buy.Com's Pricing Fiasco**

Monday February 22, 1999

WORD COUNT: 297

DESCRIPTORS: BUY.COM (COMPANY); WEB SITES; MISTAKES; ELECTRONIC COMMERCE;  
COMPUTER EQUIPMENT

... a call for comment.

Before the monitor pricing debacle, Buy.com had a respectable rating of 5.5 out of 7 on the ResellerRatings.com \*Web\* \*site\*, which ranks

computer  
product retailers using \*customer\* evaluations. Since then, however,  
\*Buy\*.com's rating in computer hardware sales has fallen to 3.\*5\*.  
Shopping100.com, which also ranks online retailers based on customer  
feedback, now ranks Buy.com dead last among 53 hardware sellers.

\*  
Jonathan Gaw covers technology...

**29/K/44 (Item 3 from file: 630)**  
DIALOG(R)File 630:(c) 2002 Los Angeles Times. All rts. reserv.

00911408 (USE FORMAT 7 FOR FULLTEXT)

**THE STATE**

**CALIFORNIA: News and Insight on Business in the Golden State**

**TECHNOLOGY**

**Verity Moves to Sell Rights to Software Line**

Tuesday October 14, 1997

WORD COUNT: 97

COMPANY NAMES (DIALOG GENERATED): Verity Inc ; Wessels Arnold & Henderson  
DESCRIPTORS: VERITY INC; COMPUTER SOFTWARE; ADVICE; CONSULTANTS

(USE FORMAT 7 FOR FULLTEXT)

**TEXT:**

Verity Inc. said it hired the investment bank Wessels, Arnold & Henderson to advise about selling the rights to its IntelliServ software, used to \*monitor\* and distribute information within a computer \*network\*. Sunnyvale-based Verity said it decided to focus instead on developing software for searching and filtering information for business databases. While it seeks a buyer...

**29/K/45 (Item 1 from file: 631)**  
DIALOG(R)File 631:(c) 2002 Boston Globe. All rts. reserv.

08085007

**FANNIE MAE PRINTS GUIDE IN THREE ASIAN LANGUAGES**

SATURDAY, March 25, 1995

Word Count: 740

... rith will sponsor a panel discussion on "The Business of the Brokerage Business," Wednesday at Boylston's in Chestnut Hill. The event will begin at \*5\* :45 p.m. with a cocktail hour. Call 423-5266 . . . Realty World Winchester Properties will hold a free seminar for \*buyers\* and sellers at 7 p.m. Wednesday at Winchester Town Hall. Call 721-2311 . . . Also, Advanced Creative Real Estate Specialists and the \*Buyer\* Broker International Relocation \*Network\* will present a symposium, "Creative Real Estate Finance and Tax Strategies," at Rice House, Unitarian Universalist Church, 309 Washington St., Wellesley, on Wednesday at 8...

**29/K/46 (Item 2 from file: 631)**  
DIALOG(R)File 631:(c) 2002 Boston Globe. All rts. reserv.

06597085

**CHURCH MOVES UP CABLE-SALE DEADLINE CHRISTIAN SCIENCE LEADERS SAY NETWORK  
WILL SHUT DOWN IF NOT SOLD BY APRIL 15**

MONDAY, April 6, 1992

Word Count: 1,520

DESCRIPTORS: TELEVISION; RELIGION; MEDIA; BUDGET; FINANCE; NAME-FIRST;  
CHURCH OF CHRIST, SCIENTIST; BOSTON

... T:

Still without a \*buyer\* for their cable television \*network\* and running a deficit believed to be \$6.\*5\* million a month, the directors of the First Church of Christ, Scientist announced they will shut down the \*Monitor\* Channel if it is not sold by April 15, two months earlier than previously announced.

Also, in an apparent response to members' demand for an...

... as a modest asset in an industry where major networks such as the Discovery Channel have upward of 50 million subscribers. Analysts have said the \*network\* will be lucky to fetch \$20 million, and more likely \$5 million to \$10 million -- if it can find a \*buyer\* at all.

"Is there anybody out there willing to pay something?" said Paul Bortz, a financial consultant to the cable industry. "Sure, something. But only...

**29/K/47 (Item 1 from file: 633)**

DIALOG(R) File 633:(c) 2002 Philadelphia Newspapers Inc. All rts. reserv.

10588120

**BUSINESS NEWS IN BRIEF**

Tuesday, March 28, 2000

Word Count: 1,301

...cuts leisure fares to mark labor settlement

US Airways, the dominant carrier at Philadelphia International Airport, said it had cut leisure fares to win back \*customers\* after it reached an \*agreement\* on a tentative contract with flight attendants and avoided a shutdown. The airline cut some fares by more than half, putting most international and U.S. leisure fares on sale, said Tom Parsons, who \*monitors\* prices for the Bestfares.com \*Web\* \*site\*. The carrier also is offering customers Double Dividend Miles for all US Airways, US Airways Shuttle, US Airways Express and MetroJet flights taken through May...

**29/K/48 (Item 1 from file: 638)**

DIALOG(R) File 638:(c) 2002 Newsday Inc. All rts. reserv.

10540106

**Hacker Fear, Profit-Taking Rip Stocks**

Wednesday February 9, 2000

Word Count: 480

DESCRIPTORS: COMPUTER COMPUTER HACKING HACKER INTERNET

**TEXT:**

...something else. If they get whacked again, I'd say maybe I'm better off moving my assets somewhere else." Analysts said they were confident \*Internet\* and dot-com stocks would soon snap back. "In the past, we've seen \*buyers\* come in on the dips," said Coolidge. "How big the dip? I don't know. Each time is a new experience."  
...

**29/K/49 (Item 2 from file: 638)**

DIALOG(R) File 638:(c) 2002 Newsday Inc. All rts. reserv.

10539072

**TONIGHT ON TV**

Tuesday February 8, 2000

Word Count: 199

DESCRIPTORS: TELEVISION MOVIES

TEXT:

...the foundation for modern science, politics, warfare and philosophy. The program also profiles the storied society's greatest minds, including Socrates and Pericles. Well and \*Aware\* : Fighting Breast Cancer Today and Tomorrow (9 p.m., The Health \*Network\*) - look at the latest \*discoveries\* in breast cancer research. Truth Behind the Sitcom Scandals (9 p.m., WNYW/\*5\*) - Casts of "The Love Boat" and "M\*A\*S\*H" dish the dirt on their vintage shows.

MOVIES

A Vision of Murder: The Story of...

29/K/50 (Item 3 from file: 638)

DIALOG(R) File 638:(c) 2002 Newsday Inc. All rts. reserv.

10536152

INDUSTRY FOCUS

Saturday February 5, 2000

Word Count: 1,114

DESCRIPTORS: BUISNESS INDUSTRY INTERNET TELEVISION

TEXT:

...the telecommunications industry. The two companies will cooperate in technology sharing, product integration and joint marketing.

Under the agreement, the companies will deliver an integrated \*network\* inventory, assignment and provisioning system for the telecommunications industry worldwide.

Porta Systems Corp. makes communication equipment used in telecommunications, video and data \*networks\*.

ELECTRONICS

Best Buy Signs Lease

For East Setauket Store

Best \*Buy\*, the Minneapolis-based \*consumer\* electronics retailer, has leased a

site in East Setauket for its third Long Island superstore.

The retailer has signed a lease with Syosset-based BDG...

...is being used

by ATC Healthcare Services Inc., a human resource provider to the health care community.

ATC is using CA's Unicenter TNG to \*monitor\* its enterprise assets, maintain availability of its resources and ensure that its wide area \*network\* continues

operation around the clock.

ATC provides supplemental staffing and outsourcing to hospitals, nursing homes,

medical companies and research facilities in more than 27 states. The company

also supplies back office support and technical services via phone and the \*Internet\* for each of its 57 locally managed franchise offices.

Unicenter gives ATC's \*network\* managers and systems analysts the ability to

\*monitor\* systems, applications, platforms, servers and databases.

ACCOUNTING

KPMG Incorporating

Consulting Business

KPMG LLP, which has offices in Melville, has announced the incorporation of its



consulting...

**29/K/51 (Item 1 from file: 640)**

DIALOG(R)File 640:(c) 2002 Chronicle Publ. Co. All rts. reserv.

06132093

**ASSET SALES MAY ALLOW FNN TO PAY OFF DEBTS**

SATURDAY May 11, 1991

Word Count: 341

DESCRIPTORS: BUSINESS; CABLE TELEVISION; BANKRUPTCY; DIVEST; FINANCIAL  
NEWS NETWORK INC.; FNN

...unsecured creditors' committee, said outside bankruptcy court yesterday.

In the smaller of the two deals, FNN sold its interest in The Learning Channel, a cable \*network\* reaching about 20 million homes with educational programming, for about \$11.\*5\* million. The \*buyer\* was another cable \*network\*, The \*Discovery\* Channel.

Meanwhile, a \$154.3 million offer for FNN's principal assets -- including its business news cable channel -- was approved in bankruptcy court by Judge...

**29/K/52 (Item 1 from file: 704)**

DIALOG(R)File 704:(c) 2002 The Oregonian. All rts. reserv.

10234237

**BIG NAMES, WEB DOMAIN OWNERS TANGLE**

Sunday, August 22, 1999

Word Count: 792

... typing a candidate's name into a search engine can bring up scores of Web addresses -- some genuine, others decidedly off-color.

Turkette, who owns \*www\*.politicallycorrect.com and is offering to sell it for \$2.\*5\* million, noted: "\*Consumers\* \*deal\* on the basis of brand \*awareness\*. That's why domain names can be quite valuable." Last week, for instance, an anonymous \*buyer\* paid \$823,456 in an auction for \*www\*.drugs.com.

The cost of initially registering a \*Web\* \*site\* is \$35 a year.

"It's the Wild West out there," said Benjamin Ginsberg, general counsel for Texas Gov. George W. Bush's bid for...

**29/K/53 (Item 1 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

11355089

**BUSINESS ONLINE**

Friday, December 21, 2001

Word Count: 608

TEXT:

...Web site a free fix for home and professional editions of Windows XP and is urging consumers to install it immediately. "This is the first \*network\*-based, remote compromise that I'm \*aware\* of for Windows desktop systems," said Scott Culp, manager of Microsoft's security response center. "Every Windows XP \*user\* needs to immediately take \*action\*." He called it a "very serious vulnerability." The problems were \*discovered\* five weeks ago by three young security researchers with eEye Digital Security Inc. of Aliso Viejo Cal.f., led by Marc Maiffret, a 21-year-old ...

...asp

FordDirect in high gear

FordDirect, the online joint venture created by Ford Division dealers and Ford Motor Co., has completed its nationwide rollout, allowing \*customers\* in all 50 states to \*shop\* for cars and trucks directly from Ford dealers over the \*Internet\* . FordDirect began operations in August 2000 with 15 dealers in New Jersey. Now 2,500 dealers participate in the program.

BY THE NUMBERS

48 percent...

**29/K/54 (Item 2 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10855023

**NETWORKING MAKES ITSELF AT HOME AREA COMPANIES LOOKING FOR FOOTHOLD AS  
CONSUMERS THIRST TO CONNECT THEIR GADGETS**

Wednesday, December 20, 2000

Word Count: 1,161

CAPTION:

BIG PLANS

How U.S. homes with personal computers would use home \*networks\*:

39% Download video

37% \*Monitor\* heating/cooling remotely

42% Enhance communications with family

36% Control appliances remotely

33% Download music

Note: Many listed more than one use

Source: The Yankee Group

LOOKING FOR A SLICE OF THE PIE

Local companies turning small \*networks\* into big business:

Arris Interactive

Suwanee cable telephone equipment maker plans to make money on competing standards in home-\*networking\* technology by creating equipment to allow a cable operator's equipment to work with \*consumer\*-\*purchased\* home-\*networking\* devices, even if core technologies differ. Arris Interactive plans to test its home-\*networking\* device this spring.

AT&T Broadband

Metro area's largest cable provider already offers a home-\*networking\* service to connect up to three computers on one cable modem. Each computer gets a separate Internet protocol address, which the company says ensures speed and reliability. It costs \$9.95 a month.

Cox Communications

Atlanta-based cable company is building business models for \*networking\* technology in homes. Some ideas: selling trouble-shooting services to consumers and \*monitoring\* for faults in home \*networks\*. Cox has begun a Las Vegas trial that integrates home security into a \*networking\* service.

Home Wireless \*Networks\* Inc.

Norcross firm makes wireless devices that allow multiple computers to run on one high-speed cable or digital subscriber line connection. The devices, called...

**29/K/55 (Item 3 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10766099

**EBUSINESS NEWS ABOUT THE NET: 09.22.00**

Friday, September 22, 2000

Word Count: 814

TEXT:

... to fly first class,' Shatner told CBS. The television news magazine also will look at why more than 300 customers have filed complaints about the \*Web\* \*site\*, which allows \*shoppers\* to name their price for items such as hotel rooms, airline tickets and groceries, CBS said. 'We're certainly not disputing the number of complaints...

... the study conducted by UT's Center for Research in Electronic Commerce. Researchers surveyed more than 1,000 businesses and found that while most have \*Web\* \*sites\*, they have failed to redesign their processes for e-business practices such as information sharing, quality \*monitoring\* and supplier selection. The study, sponsored by Dell Computer, also found that while 74 percent of businesses provide basic product information online, only 55 percent...

... first international account. Remex, Mexico's largest trade show management firm, hired Expo to build trade-show sites for six companies. ExpoExchange specializes in using \*Internet\* technology to connect trade show \*buyers\* and sellers year round.

--- Caroline Hubbard BY THE NUMBERS IN THE FAST LANE: There were only 5.43 million broadband \*Internet\* access subscribers in the country by the end of 1999, compared with 34.4 million dial-up customers, according to eMarkter. But the number of...

**29/K/56 (Item 4 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10735091

**DAILY BRIEFING**

Tuesday, August 22, 2000

Word Count: 2,391

TEXT:

... been investing heavily in digital set-top boxes, its first cable TV channel. Sony gets a means to boost revenue at its money-losing game \*network\* by making it more interactive, analysts said. The companies aim to create the first 24-hour interactive TV game \*network\*, allowing viewers to participate from home through the \*Internet\* by using digital set-top boxes.

\*Buyer\* emerges for crime news \*Web\* \*site\*

New York --- Struggling crime news \*Web\* \*site\* APBNews has agreed to be purchased for \$950,000 by SafetyTips.com, a site specializing in providing safety consulting and training. The sale must still...

**29/K/57 (Item 5 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10723292

**DAILY BRIEFING**

Thursday, August 10, 2000

Word Count: 3,016

TEXT:

... Junction will provide weather.com with marketing recruitment, administrative and management services. In addition, weather.com will work with online marketers responsible for building and \*monitoring\* the program.

Media: VH1 Radio \*Network\* to start on Oct. 1

New York --- Westwood One, a provider of news, sports, talk and other features to radio and television stations, and Viacom...

**29/K/58 (Item 6 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10718054

**DAILY BRIEFING**

Saturday, August 5, 2000

Word Count: 2,084

**TEXT:**

...introduced a voice command feature in Atlanta that lets users tell their phone what number to dial. Technology for the service is in the national \*network\*, not the phone, so a user need not program the phone. Up to 2,500 numbers can be placed in the voice address \*book\*. The service is free for \*users\* signing \*contracts\* or \$10 a month for those who don't.

Transportation: Delta's July loads up over a year ago

> Delta Air Lines said it filled...

**29/K/59 (Item 7 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10694061

**DAILY BRIEFING**

Wednesday, July 12, 2000

Word Count: 1,572

**TEXT:**

...Computer stops WebPC production

Round Rock, Texas --- Dell Computer Corp. has stopped production of its WebPC. The WebPC, designed to appeal to first-time computer \*buyers\*, was packaged with Dell's own \*Internet\* service. Dell introduced the WebPC on Nov. 30. Although it was Dell's least-expensive model, selling for less than \$1,000, it cost more...

**29/K/60 (Item 8 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10681302

**DAILY BRIEFING**

Thursday, June 29, 2000

Word Count: 2,377

**TEXT:**

... processing power of AMD's recently announced Athlon chip, which runs at 1 gigahertz, or 1 billion bits of information per second.

Eltrax introduces Web \*monitoring\* tool

> Eltrax Systems Inc. unveiled AppView OnLine, an application \*monitoring\* service designed to help midsize companies manage their \*Web\* \*site\* services. The application services provider said it signed a contract with Research Data Technology, the first customer to use the service. The service also allows...

**29/K/61 (Item 9 from file: 713)**

DIALOG(R)File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10612085

**DAILY BRIEFING**

Friday, April 21, 2000

Word Count: 2,565

...beats out Sun for Web server contract

Armonk, N.Y. --- International Business Machines Corp. said its server computers will replace Sun Microsystems Inc. machines at \*Network\* Solutions Inc., the company that manages most \*Web\* \*site\* addresses. \*Network\* Solutions will pay IBM \$\*5\*.\*5\* million for computers and services. The company said it has more than 10 million online addresses

registered in its database. Its servers \*act\* as the liaison between a \*user\* 's Web browser and the site the user is trying to access. The IBM machines will handle billions of Web-address queries daily.

Also ...  
Hewlett...

**29/K/62 (Item 10 from file: 713)**

DIALOG(R) File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10592101

**DAILY BRIEFING**

Saturday, April 1, 2000

Word Count: 2,388

**TEXT:**

... an alliance with FundsXpress Financial Network Inc. to enable financial institutions to offer competitive Internet insurance products to consumers. Closely held FundsXpress Financial Network provides \*Internet\* banking services. Atlanta-based HomeCom said members and customers of the 270 credit union and bank clients of FundsXpress will have access to \*Internet\* insurance products available through HomeCom's InsureRate.

Conseco to sell Green Tree Financial

Carmel, Ind. --- Conseco Inc., reeling from its \$6 billion \*purchase\* of \*consumer\* lender Green Tree Financial Corp. less than two years ago, said it will sell the business to focus on life and health insurance. Conseco shares...

**29/K/63 (Item 11 from file: 713)**

DIALOG(R) File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10568060

**DAILY BRIEFING**

Wednesday, March 8, 2000

Word Count: 2,274

**TEXT:**

... Intel Corp. said it will offer free home PCs to all its employees, a move to help its 70,000 workers get connected to the \*Internet\*. The company will seek bids from PC makers for the contract, which will offer computers with Intel's Pentium III chips, unlimited \*Internet\* access, a printer, \*monitor\* and digital camera pack. The company expects to start delivering systems to employees around the world starting in the third quarter.

Also ...

PC Poweruser: The...

**29/K/64 (Item 12 from file: 713)**

DIALOG(R) File 713:(c) 2002 Atlanta Newspapers. All rts. reserv.

10299143

**BUSINESS IN BRIEF**

Tuesday, October 26, 1999

Word Count: 824

... names can't be sued for approving the name of a 'cyber-squatter' that violates another firm's trademark, a federal appeals court ruled Monday. \*Network\* Solutions Inc., the principal registrar of names ending in .com, doesn't control or \*monitor\* the millions of names it approves and is not legally responsible when the approval results in a trademark infringement, said the 9th U.S. Circuit...

... Fund CMGI Inc., is seeking to attract people who use the Web every day. Stamps.com agrees to purchase iShip.com Stamps.com Inc., an \*Internet\* \*service\* company, agreed to buy closely held iShip.com for about \$316

million in stock, creating a one-stop \*Internet\* mailing and shipping source. Stamps.com will pay 8 million shares for iShip.com shares, warrants and options outstanding. After the companies combine, \*customers\* will be able to \*buy\* and print stamps, compare shippers' rates and arrange for package pickup and tracking from one \*Web\* \*site\*. Florida firm opens data center in Cobb A South Florida-based firm has opened a new data center in Cobb County, south of Marietta. 186K...

**29/K/65 (Item 13 from file: 713)**

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10234158

**INTERNET DOMAIN NAMES BECOME A PAIN FOR PUBLIC FIGURES CAMPAIGN 2000:**

**INTERNET**

Sunday, August 22, 1999

Word Count: 879

...a candidate's name into a search engine can bring up literally scores of Web addresses --- some genuine, others decidedly off-color.

Turkette, who owns \*www\*.politicallycorrect.com and is offering to sell it for \$2.\*5\* million, noted: ''\*Consumers\* \*deal\* on the basis of brand \*awareness\* . That's why domain names can be quite valuable.'' Last week, for instance, an anonymous \*buyer\* paid \$823,456 in an auction for \*www\*.drugs.com. The cost of initially registering a \*Web\* \*site\* is only \$35 a year.

''It's the Wild West out there,'' said Benjamin Ginsberg, general counsel for Texas Gov. George W. Bush's bid...

**29/K/66 (Item 14 from file: 713)**

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10068163

**INDIVIDUALS MAY JOIN AFTER-HOURS STOCK TRADES**

Tuesday, March 9, 1999

Word Count: 473

**TEXT:**

... of after-hours trading, individual investors may now get the chance to react to late-breaking news when it occurs. Beginning this summer, a leading \*Internet\* brokerage will offer an evening trading session for its customers through a new electronic exchange named IndivEx. The move by \*Discover\* Brokerage, a unit of Morgan Stanley Dean Witter & Co., may be quite profitable considering how the soaring popularity of \*Internet\* trading has overwhelmed online trading systems at major firms in recent months. Analysts, however, cautioned that individuals may be better off if they remain sheltered...

**29/K/67 (Item 15 from file: 713)**

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09676085

**ANALYSIS AT&T BIDS FOR TCI A DIRECT LINE INTO THE HOME BY MOVING INTO CABLE, LONG-DISTANCE GIANT IS DETOURING A PESKY RIVAL --- LOCAL PHONE COMPANIES.**

Thursday, June 25, 1998

Word Count: 1,572

**CAPTION:**

...at reshaping and bulking up the troubled company. First, the \$11 billion purchase of Teleport. Then, the \$48 billion acquisition of TCI.  
THE DEAL

The \*deal\* would offer millions of \*consumers\* a package of services, from telephone to high-speed \*Internet\* access, through cable lines. Bypassing local-phone wires, AT&T's challenge to the Baby Bell regional companies points to a future that could mean a...

...500

Profile: One of the largest U.S. cable operators with 14.4 million customers. TCI Inc. includes TCI Group, Liberty Media (with stakes in \*Discovery\*, Black Entertainment Television, Fox/Liberty \*networks\*) and TCI

Ventures (with stakes in Sprint PCS, TCI International and United Video Satellite Group).

John Malone is often referred to as Darth Vader. He...

**29/K/68 (Item 16 from file: 713)**

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09604030

**HOW GEORGIA STOCKS FARED PARAGON TO MERGE WITH MARINER GROUP TANDEM TO FORM HUGE CARE PROVIDER**

Tuesday, April 14, 1998

Word Count: 584

TEXT:

... service provider MindSpring (MSPG) reached a high of \$72 in heavy trading, before closing at \$71.50, up \$3.50. ISS Group (ISSX), which provides \*network\* security \*monitoring\* and \*detection\* software, reached a high of \$51.37 1/2 before closing at \$51, up \$5\*.81 1/4. Delta Air Lines (DAL) gained \$1.87 1/2 to close at \$117.31 1/4. The company, which followed other airline...

**29/K/69 (Item 1 from file: 715)**

DIALOG(R) File 715:(c) 2002 Christian Science Monitor. All rts. reserv.

09403018

**IT REALLY IS PROVING TO BE A WORLDWIDE WEB**

Tuesday, July 17, 2001

Word Count: 985

... were among those targeted for execution and torture by Pol Pot's Khmer Rouge army. They now sell scarves and other silk products to international \*buyers\* over the Web (at \*www\*.villageleap.com). They hope eventually to do their selling and shipping self-sufficiently, without the help of middlemen. The Cambodian Prime Minister, Hun Sen, acknowledges...

...of information technology will help Cambodia reduce poverty." The United Nations has also gotten involved in several projects in the developing world that use the \*Internet\* to boost villagers' level of education. The UN's Economic and Social Council recently announced plans to raise \$1 billion for \*Internet\* access in poor countries. (c) Copyright 2001. The Christian Science \*Monitor\*

**29/K/70 (Item 2 from file: 715)**

DIALOG(R) File 715:(c) 2002 Christian Science Monitor. All rts. reserv.

09394060

**USA**

Thursday, March 08, 2001

Word Count: 422

... legislation since taking office. The last-minute rule, signed by outgoing President Clinton, is costly and extreme, business groups complain. (Story, page 1.)

Most online \*shoppers\* worry about credit card fraud, but phony auction \*websites\* and online shopping centers that never deliver goods are the most common form of \*Internet\* fraud, the first FBI report on the subject said. The report recorded 20,000 complaints in six months, 5,273 of which were classified as...

**29/K/71 (Item 3 from file: 715)**

DIALOG(R) File 715:(c) 2002 Christian Science Monitor. All rts. reserv.

09378315

**WHEN YOU DON'T KNOW AN ERIN BROCKOVICH**

Monday, May 22, 2000

Word Count: 654

TEXT:

Public access to environmental data on the \*Internet\* seems an unlikely high priority for state legislators. The information explosion of the last two years provides every homeowner with the tools to \*discover\* neighborhood environmental problems in a few minutes at the computer keyboard. But there is a growing "digital divide" that will lead to a wave of...

... active when its property values are affected. Twenty years ago, contamination at Love Canal spawned strict liability and public right-to-know laws. Before the \*Internet\*, public \*awareness\* about the location and toxicity of toxic sites was buried in dense paper volumes at the National Technical Information Center in Washington. But the Internet ...

**29/K/72 (Item 4 from file: 715)**

DIALOG(R) File 715:(c) 2002 Christian Science Monitor. All rts. reserv.

09372227

**A NEW PERK FROM FORD, DELTA: CHEAP PCS AND WEB ACCESS**

Monday, February 14, 2000

Word Count: 388

TEXT:

... industrial history, is especially keen on breaking into today's fast-moving information and service economy. President and CEO Jacques Nasser has been pushing suppliers, \*dealers\*, and \*customers\* to interact with the company on the Web. Trying to bring Ford's 350,000 workers online could soften the potential blow to factory workers...

... be included in the deal that offers hourly and salaried workers a high-speed computer, a color printer, and a 56k modem connection to the \*Internet\* for \$\*5\* a month. Jim Yost, Ford's chief information officer, says 40 percent to 50 percent of Ford's \*customers\* \*shop\* online before they \*buy\*. The subsidized-computer program should give employees the same access to company information and competitive data. "It's important for employees to understand how customers..."

**29/K/73 (Item 1 from file: 477)**

DIALOG(R) File 477:(c) 2002 Irish Times. All rts. reserv.

00144266 99042600053

**Home users warned of new CIH virus**

Monday, April 26, 1999

Word Count: 1,180

COMPANY NAMES (Dialog Generated): AOL ; Call To Power ; Compaq ; Corel ; Dublin City University ; Esat Telecom ; European Consumer Centre ; Former Compaq Computer ; Informix Software ; Institute of Technology Interactive Multimedia ; International Shared Services ; Internet Corporation ;



Irish Science & Technology ; IBM ; ICL ; ISP ; Journalists 's Association  
; Letterkenny Institute of Technology ; Lotus SmartSuite ; Microsoft  
Office ; Network Solutions ; StorEdge Media ; Sun Microsystems ;  
University of Limerick ; X Wing Alliance  
DESCRIPTORS: Economics; Northern Ireland

TEXT:

...Net access by providing Indigo's ISP  
software with Dell's Dimension and Inspiron models which include  
modems and Windows 98. Once loaded, Indigo's \*Internet\*'s access  
service will mean \*users\* are one \*click\* away from the ISP's online  
registration. Informix Up: Informix Software has announced the  
creation of 100 new jobs through a \$2 million development of...

**29/K/74 (Item 1 from file: 711)**

DIALOG(R)File 711:(c) 2002 Newspaper Publ. PLC. All rts. reserv.

10530294

**MONEY: OPEN ROAD AHEAD FOR CAR BUYERS**

Sunday, January 30, 2000

Word Count: 577

... could threaten the future of the British car industry and lead to job  
losses."

It is well worth the hassle of buying abroad - a 2.\*5\* litre Td5 GS Land  
Rover Discovery costs pounds 27,850 in the UK but only pounds 20,950 in the  
Netherlands. British car \*buyers\* have long been paying over the odds. But  
the good news is that it is getting easier to buy from abroad. Specialist  
companies such as Carseekers and Broadspeed Engineering assist \*buyers\* in  
importing cars from the Continent. Their \*websites\* offer price comparisons  
and recommend reputable dealers, making the job of buying from abroad no  
more complicated than it is in the UK. They will...

**29/K/75 (Item 1 from file: 756)**

DIALOG(R)File 756:(c) 2002 Telegraph Group. All rts. reserv.

00100655 675113982 (USE FORMAT 7 FOR FULLTEXT)

**Will switching cut your gas bill?**

Sunday, December 16, 2001

WORD COUNT: 891

COMPANY NAMES: BRITISH GAS PLC; TRANSCO; BALSPEED FRANCE

GEOGRAPHIC NAMES: EUROPE; EUROPEAN UNION; UNITED KINGDOM; WESTERN EUROPE

INDUSTRY NAMES: ELECTRIC POWER; FUEL AND POWER; GAS INDUSTRY; UTILITIES

TEXT:

...unit of power. The prices will be  
different for people who do not pay by direct debit. More comprehensive  
tables  
are available from the energywatch \*website\*. But anyone looking to change  
supplier should be \*aware\* that other companies may also change their  
prices in  
response to British Gas's increase. Centrica said last week that its  
wholesale  
gas costs have...

**29/K/76 (Item 2 from file: 756)**

DIALOG(R)File 756:(c) 2002 Telegraph Group. All rts. reserv.

00085996 690108905 (USE FORMAT 7 FOR FULLTEXT)

**How we went from boo to bust**

Friday, October 5, 2001

WORD COUNT: 1,945

GEOGRAPHIC NAMES: EUROPE; EUROPEAN UNION; UNITED KINGDOM; WESTERN EUROPE  
INDUSTRY NAMES: ADVERTISING AND PROMOTION; COMMUNICATIONS TECHNOLOGIES;  
INTERNET; LEISURE; MARKETING; MEDIA INDUSTRIES  
EVENT NAMES: ADVERTISING AND PROMOTION; BRAND SHARES; CORPORATE FINANCIAL  
DATA; FINANCIAL AND COMMODITY MARKETS; INVESTMENT; LABOUR RELATIONS;  
LEGAL; STOCKS AND SHARES; THEORETICAL ANALYSIS

TEXT:

...tale of how a  
poetry critic and a model came to be running a multimillion-dollar  
business.  
But journalists were poorly prepared to cover the \*internet\*. Articles  
would  
appear exactly as I had dictated them - exposure that gave us priceless  
brand  
\*awareness\*. Though the media would later turn against us, the fact that we  
conquered the front page of Fortune magazine persuaded our largest investor  
-  
worth \$50...

**29/K/77 (Item 3 from file: 756)**

DIALOG(R) File 756:(c) 2002 Telegraph Group. All rts. reserv.

00069048 706508014 (USE FORMAT 7 FOR FULLTEXT)

**IT'S always hard to ...**

Thursday, July 19, 2001

WORD COUNT: 205

COMPANY NAMES: DAILY TELEGRAPH

TEXT:

IT'S always hard to persuade us to pay for something which has been  
available  
free, as the reformers of the health service are \*discovering\*. Yet if the  
\*internet\* is to be more than just another outlet for pornography, it  
cannot be  
sustained by advertising revenue alone. The best way to get people into...

**29/K/78 (Item 4 from file: 756)**

DIALOG(R) File 756:(c) 2002 Telegraph Group. All rts. reserv.

00068978 706507889 (USE FORMAT 7 FOR FULLTEXT)

**Scambusters casts a dragnet for webspivs**

Thursday, July 19, 2001

WORD COUNT: 548

COMPANY NAMES: EVER; FEDERAL BUREAU OF INVESTIGATION; GOVERNMENT OF THE  
UNITED STATES; INVESTIGATION INC; INVESTIGATION CO; INVESTIGATION  
INTERNATIONAL INC; INVESTIGATION GROUP  
INDUSTRY NAMES: COMMUNICATIONS TECHNOLOGIES; CRIME; FRAUD; INTERNET; LEGAL  
; SOCIAL ISSUES

TEXT:

...diaries, also known as "weblogs", have  
become the medium for wearing your heart on your sleeve. Earlier this year,  
the  
weblogging community was outraged to \*discover\* that Kaycee Nicole, a  
19-year-old  
\*internet\* diarist who had supposedly died from leukaemia in May, was  
nothing  
more than a figment of somebody's over-active imagination. Debbie Swenson,  
an  
online...

...price but the seller never delivered," says Ms Lanford. In December, Scambusters.org published a whole section on Sony PlayStation 2 scams and myths, warning \*consumers\* about online \*shops\* that claim to stock the Sony console but take your money and run. \*www\*.scambusters.org \*www\*.ifccfbi.gov

29/K/79 (Item 5 from file: 756)  
DIALOG(R)File 756:(c) 2002 Telegraph Group. All rts. reserv.

00067063 708902235 (USE FORMAT 7 FOR FULLTEXT)

**A fairer deal for car buyers**

Saturday, July 7, 2001

WORD COUNT: 1,342

COMPANY NAMES: J SAINSBURY PLC; SUPER MARKETS INC; SUPERMARKETS INC;  
VIRGIN GROUP LTD; VIRGIN VOYAGER LTD; RETAIL MOTOR INDUSTRY FEDERATION  
LTD; FIAT SPA; IFI ISTITUTO FINANZIARIO INDUSTRIALE SPA; HALFORDS  
NEDERLAND BV; MACINTOSH NV  
GEOGRAPHIC NAMES: EUROPE; EUROPE; EUROPEAN UNION; UNITED KINGDOM; WESTERN  
EUROPE  
INDUSTRY NAMES: AUTOMOTIVE INDUSTRY; BRAND SHARES; BUSINESS SERVICES; CARS  
; COMMUNICATIONS TECHNOLOGIES; COMPUTERS; FRANCHISING; GARAGES;  
GOVERNMENT; INTERNET; LEGISLATION; MARKETING; MOTOR DEALERS; RETAILERS;  
RETAILING AND DISTRIBUTION; SUPERMARKETS  
EVENT NAMES: BRAND SHARES; DISTRIBUTION CHANNELS; GOVERNMENT; RETAILING

...Tesco  
to undercut established car dealers. Superstores could be allowed to sell  
many  
different new car brands from one site, alongside restaurants and creche  
facilities. \*Internet\* retailers could save a fortune by cutting out the  
dealer  
middleman and selling direct to \*customers\*. Currently, the retail car  
industry  
is exempt from normal European competition laws. That means - unlike the  
makers  
of electrical goods, for example - car manufacturers have...

...repair. Phil Evans, senior policy adviser at the Consumers'  
Association, says it is time for a shake-up in the industry: "Car makers  
are  
abusing \*customers\* across Europe. They are controlling \*dealers\* and  
prices.  
Manufacturers in other retail sectors don't need control of every outlet  
for  
their products. We want a scenario where a million flowers...

...cars, and we would use our established Sainsbury's Bank facilities to  
offer  
finance to customers. We currently have a package called Drive, which gives  
\*customers\* finance \*deals\* to hire or hire purchase cars. At the moment,  
most of  
these cars are sourced from dealers, but the new legislation could allow us  
to...

...deals  
under new legislation if we could buy in bulk. Our vision of having major  
car  
sales facilities is not far away. We are very \*aware\* that changes to block  
exemption could allow us to do that." \*Internet\* retailers have also moved  
into  
the market. But the exemption forces Europe's web-based operations to  
source  
most of their cars from \*dealers\*. \*Consumer\* groups want to see major  
retailers

such as Virgin and Sainsbury's use their huge buying power to acquire cars much more cheaply, direct from...

**29/K/80 (Item 6 from file: 756)**  
DIALOG(R) File 756:(c) 2002 Telegraph Group. All rts. reserv.

00057769 717703640 (USE FORMAT 7 FOR FULLTEXT)

**Mirror, mirror on the net**  
Sunday, May 27, 2001  
WORD COUNT: 652

COMPANY NAMES: YAHOO INC; TRIPOD INC; HESKETH GROUP LTD; HESKETH LTD  
GEOGRAPHIC NAMES: EUROPE; EUROPEAN UNION; UNITED KINGDOM; WESTERN EUROPE  
INDUSTRY NAMES: COMMUNICATIONS TECHNOLOGIES; COMPUTER SOFTWARE; COMPUTERS; INTERNET

TEXT:  
...websites, has seen the number of sites created increase from 250 a day to over 1,000. Other firms, including Yahoo's Geocities, have also \*detected\* a sharp increase in the number of surfers creating their own \*websites\* - although \*internet\* companies are struggling to make money from this latest boom. Alex Kovach, managing director of Lycos UK, has seen a sharp increase in the number...

**29/K/81 (Item 7 from file: 756)**  
DIALOG(R) File 756:(c) 2002 Telegraph Group. All rts. reserv.

00053576 721107485 (USE FORMAT 7 FOR FULLTEXT)

**De Beers 'offer' is fool's gold**  
Thursday, May 10, 2001  
WORD COUNT: 340

COMPANY NAMES: DE BEERS

TEXT:  
A Belgian doctor who thought that he had agreed a \$5m ( pounds 3.5m) deal to sell 1,600 \*internet\* addresses to De Beers was shocked to \*discover\* this week that the South African diamond company had never heard of him. Dr Lieven Van Neste, who specialises in an alternative treatment for stress...

**29/K/82 (Item 8 from file: 756)**  
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00041488 732301921 (USE FORMAT 7 FOR FULLTEXT)

**Virgin urges you to shop around**  
Sunday, March 18, 2001  
WORD COUNT: 583

COMPANY NAMES: MERRILL LYNCH AND CO INC; BANK OF ENGLAND; SUNDAY TELEGRAPH LTD; HSBC HOLDINGS PLC; RIT CAPITAL PARTNERS; SCOTTISH VALUE MANAGEMENT LTD  
GEOGRAPHIC NAMES: EUROPE; UNITED KINGDOM; EUROPEAN UNION; WESTERN EUROPE  
INDUSTRY NAMES: INVESTMENT; BANKING; FINANCIAL SERVICES  
EVENT NAMES: FINANCIAL AND COMMODITY MARKETS; INVESTMENT

...four days. STANDARD Life Investments has launched a new e-commerce service designed to give its investors greater control over their investments. New and existing \*customers\* can now \*purchase\* Isas on the \*internet\* using a debit card and then \*monitor\* the performance of their funds as often as they wish. Visit \*www\*.standardlifeinvestments.co.uk/retail. Charcol is offering a combined capped/tracker mortgage offering a capped rate of 4.99 per cent until May 1 2003...

**29/K/83 (Item 9 from file: 756)**

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00032849 740706396 (USE FORMAT 7 FOR FULLTEXT)

**Autonomy takes a tumble**

Thursday, February 8, 2001

WORD COUNT: 744

COMPANY NAMES: GLYNWED INTERNATIONAL PLC; MERRILL LYNCH AND CO INC; VODAFONE GROUP PLC; AUTONOMY; AUTONOMY INC; APAX PARTNERS AND CO LTD; MICROSOFT CORP; FRANCE TELECOM; DEUTSCHE BANK AG; BRITISH TELECOMMUNICATIONS PLC; CISCO SYSTEMS INC; NYCOMED AMERSHAM PLC; BANK OF ENGLAND

GEOGRAPHIC NAMES: UNITED KINGDOM; USA; EUROPEAN UNION; EUROPE; WESTERN EUROPE; AMERICAS; NORTH AMERICA

INDUSTRY NAMES: COMPUTER SOFTWARE; INVESTMENT; MERGERS AND ACQUISITIONS; MOBILE COMMUNICATIONS; NETWORKS; STOCKS AND SHARES; TELECOMMUNICATIONS; BANKING; COMPUTERS; FINANCIAL SERVICES; CORPORATE; COMMUNICATIONS TECHNOLOGIES; RADIO COMMUNICATION; DATA COMMUNICATIONS

EVENT NAMES: FINANCIAL AND COMMODITY MARKETS; INVESTMENT; MERGERS AND ACQUISITIONS; STOCKS AND SHARES

**TEXT:**

...8 to 298p after house broker Dresdner Kleinwort Wasserstein told clients to buy the defence and aerospace group as its "idea of the week". Elsewhere, \*buyers\* continued to be in good supply for house builders on the expectation that the Bank of England will shave interest rates by a quarter-point today. Lower interest rates mean more people can afford to buy houses. Balfour Beatty advanced \*5\* 1/2 to 144p, with HSBC said to be keen a \*buyer\* of the stock. The engineer Glynwed International climbed 13 1/2 to 247p on further consideration of the pounds 786m sale of its pipes division...

...the Alternative Investment Market, Thomson Intermedia edged 1 1/2 higher to 105 1/2 p following a bullish trading statement. Thomson, which provides media \*monitoring\* services over the \*internet\*, plans to develop its price comparison \*website\*, Free2look, to allow buying on line. Peter Webb, the smaller companies specialist who runs the Eaglet Investment Trust, has recently increased his stake in the...

**29/K/84 (Item 10 from file: 756)**

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00027498 745901100 (USE FORMAT 7 FOR FULLTEXT)

**Bone up on your pension**  
Sunday, January 14, 2001  
WORD COUNT: 812

COMPANY NAMES: SOCIAL SECURITY; SCOTTISH EQUITABLE INTERNATIONAL SA; AEGON  
NV  
INDUSTRY NAMES: PENSION FUNDS; ADVERTISING AND PROMOTION; FINANCIAL  
SERVICES; MARKETING  
EVENT NAMES: ADVERTISING AND PROMOTION; GOVERNMENT

TEXT:

...are keen to stress  
that the new ads are not simply a "plug" for stakeholders. A spokesman  
says:  
"This is an educational campaign to raise \*awareness\* of pensions, not just  
stakeholder plans." The ads urge people to call either the DSS helpline or  
visit its \*website\* where they can order one of eight guides (see below).  
These  
include a general guide to pension savings, as well as guides specifically  
focused on...  
...that most  
people will have access to a stakeholder through their employer." You can  
get a  
free stakeholder guide from the FSA's helpline or \*internet\* site. There is  
also  
a very good helpline run by the Occupational Pensions Advisory Services,  
where  
qualified staff are on hand to \*deal\* with \*consumers\*' queries." DSS  
pension  
guides: call 0845 731 3233 or pensionguide.gov.uk FSA:  
fsa.gov.uk/consumerhelp.co.uk OPAS: 0845 6012923

**29/K/85 (Item 11 from file: 756)**  
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00007873 771337609 (USE FORMAT 7 FOR FULLTEXT)  
**Sounds friendly, but business beware the two-headed monster**  
Thursday, October 19, 2000  
WORD COUNT: 524

COMPANY NAMES: BERKSHIRE HATHAWAY INC; BRITISH PETROLEUM CO PLC; AMOCO  
CORP; MARKS AND SPENCER PLC; SIEMENS AG; BOARDS INC; BOARDS LTD; UNILEVER  
PLC; UNILEVER NV; BUSINESS FILE LTD  
EVENT NAMES: DISTRIBUTION CHANNELS; JOINT VENTURES; MERGERS AND  
ACQUISITIONS

TEXT:

...even competitors, hence "co-opetition" and "competing as a  
family". As the boundaries of industries blur through deregulation,  
globalisation, outsourcing and the development of the \*internet\*, so  
opportunities for \*networks\* and alliances grow. Suppliers become  
collaborators  
in the development of \*new\* products. \*Retailers\* and manufacturers share  
information to persuade \*consumers\* to \*buy\* more. \*Customers\*, such as  
Amazon's  
enthusiastic \*book\* reviewers, help create the product or service. The  
trouble  
is, for every great partnership or collaboration, there are twice as many  
bust-ups. After the...

° **29/K/86 (Item 12 from file: 756)**  
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00007279 771306773 (USE FORMAT 7 FOR FULLTEXT)  
**Sounds friendly, but business beware the two-headed monster**

Thursday, October 19, 2000  
WORD COUNT: 524

COMPANY NAMES: BERKSHIRE HATHAWAY INC; BRITISH PETROLEUM CO PLC; AMOCO  
CORP; MARKS AND SPENCER PLC; SIEMENS AG; BOARDS INC; BOARDS LTD; UNILEVER  
PLC; UNILEVER NV; BUSINESS FILE LTD  
EVENT NAMES: DISTRIBUTION CHANNELS; JOINT VENTURES; MERGERS AND  
ACQUISITIONS

TEXT:

...even competitors, hence "co-opetition" and "competing as a family". As the boundaries of industries blur through deregulation, globalisation, outsourcing and the development of the \*internet\*, so opportunities for \*networks\* and alliances grow. Suppliers become collaborators in the development of \*new\* products. \*Retailers\* and manufacturers share information to persuade \*consumers\* to \*buy\* more. \*Customers\*, such as Amazon's enthusiastic \*book\* reviewers, help create the product or service. The trouble is, for every great partnership or collaboration, there are twice as many bust-ups. After the...

**29/K/87 (Item 13 from file: 756)**  
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00000827 776903485 (USE FORMAT 7 FOR FULLTEXT)

**Counter attack**

Saturday, September 23, 2000  
WORD COUNT: 769

TEXT:

...choices  
about credit to fit their needs. Currently this applies only to savings accounts. The new code also carries protections from liability for fraud for \*customers\* using credit cards, particularly for \*shopping\* on the \*internet\*. For example, if someone else uses your card details without your permission, and your card has not been lost or stolen, you will not have...  
?